

Members

Sen. Brandt Hershman, Co-Chairperson
Sen. James Arnold
Rep. Mark Messmer, Co-Chairperson
Rep. Scott Reske
Mitch Roob
Art Evans
Mayor Shawna Girgis
Mark Becker
Jeff Quyle
Sonny Beck
Tom Easterday
Angela Faulkner
Mickey Maurer
Chris Lowery
Nate Schnellenberger
Joe Breedlove



INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

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Authority: IC 2-5-31.8

MEETING MINUTES¹

Meeting Date: August 25, 2011
Meeting Time: 10:00 A.M.
Meeting Place: State House, 200 W. Washington
St., 431
Meeting City: Indianapolis, Indiana
Meeting Number: 1

Members Present: Sen. Brandt Hershman, Co-Chairperson; Rep. Mark Messmer, Co-Chairperson; Rep. Scott Reske; Mitch Roob; Mayor Shawna Girgis; Mark Becker; Jeff Quyle; Tom Easterday; Mickey Maurer; Chris Lowery.

Members Absent: Sen. James Arnold; Art Evans; Sonny Beck; Angela Faulkner; Nate Schnellenberger; Joe Breedlove.

Senator Brandt Hershman called the meeting to order at 10:23 a.m. Co-Chairs Senator Hershman and **Representative Mark Messmer** made opening remarks. At the conclusion of Representative Messmer's opening remarks, the other members in attendance introduced themselves.

Senator Hershman briefly reviewed the Committee's charges. See IC 2-5-31.8-3 and Legislative Council Resolution 11-01, available at

¹ These minutes, exhibits, and other materials referenced in the minutes can be viewed electronically at <http://www.in.gov/legislative>. Hard copies can be obtained in the Legislative Information Center in Room 230 of the State House in Indianapolis, Indiana. Requests for hard copies may be mailed to the Legislative Information Center, Legislative Services Agency, West Washington Street, Indianapolis, IN 46204-2789. A fee of \$0.15 per page and mailing costs will be charged for hard copies.

<http://www.in.gov/legislative/interim/committee/lcou.html> . Senator Hershman referred to a handout that described the Committee's 2010 findings and economic development legislation that was adopted during the 2011 legislative session. See Attachment 6.

Senator Hershman indicated that he would like to arrange a future meeting in the northern part of the State, possibly Lafayette, and another future meeting in the southern part of the State, possibly Bloomington.

Representative Scott Reske discussed the regional collaboration activities and the seminar held by the Council of State Governments in Indianapolis.

The following documents were distributed to the Members before the meeting began:

- the meeting notice and agenda (Attachment 1);
- a copy of IC 5-22-15-20.9 and IC 36-1-12-22 (Attachment 2);
- Senate Resolution 57-2011 (Attachment 3);
- Indiana Economic Development Corporation (IEDC) report on collaboration with local economic development organizations (Attachment 4);
- IEDC economic incentives and compliance report (Attachment 5);
- Interim Study Committee on Economic Development's 2010 committee findings and recommendations and 2011 legislation (Attachment 6); and
- Indianapolis Star article on TEN (The Entrepreneurial Network) (Attachment 7).

Local price preferences

The first set of witnesses addressed the effect of IC 5-22-15-20.9 and IC 36-1-12-22, which provide price preferences for local Indiana businesses in purchasing (IC 5-22-15-20.9) and public works projects (IC 36-1-12-22). See Attachment 2. Both sections were enacted in the 2011 legislative session as part of House Enrolled Act (HEA) 1004 (P.L. 172-2011).

Charlie Kahl, President of the Indiana Construction Association, argued that IC 36-1-12-22, specifying county-based geographic price preferences for local public works projects, is detrimental to the system of open competition in local public works projects that worked well before the adoption of HEA 1004-2011. He pointed out that IC 36-1-12-22(d) concerning contracting for local public works projects requires a contract to be awarded to the lowest responsive and responsible local Indiana business that claims a price preference, rather than the lowest responsive and responsible bidder or quoter, unless the lowest responsive and responsible bidder or quoter is a local Indiana business. By definition, a local Indiana business must be tied in some substantial way to the county of the political subdivision awarding the public works contract or an adjacent county. See IC 5-22-15-20.9(c). For all practical purposes, he argued, the rule of IC 36-1-12-22(d) artificially restricts the geographic territory in which contractors can operate, because a contractor based elsewhere in the state will not be able to compete against a contractor located in or adjacent to the county in which the political subdivision awarding the contract is located. As a result, Mr. Kahl contends, the restriction on competition means that taxpayers will tend to pay more for lower quality public works. Mr. Kahl called for the General Assembly to repeal this statute. Mr. Kahl distributed a document with various items in support of his argument, which is designated Attachment 8.

Phil Lehmkuhler, State Director of the United States Department of Agriculture (USDA) Rural Development Program, reviewed the funding activities of the USDA Rural Development Program for federal fiscal year 2010 and fiscal year 2011 to date, which include a variety of loan and grant programs. See <http://www.rurdev.usda.gov/in/>. Mr. Lehmkuhler told the Committee that federal statutes require an open bidding process and,

according to the USDA Office of General Counsel, both IC 5-22-15-20.9 (procurement) and IC 36-1-12-22 (public works) are in conflict with those federal open bidding process requirements. This conflict would cause USDA Rural Development Program to withdraw funding participation where those statutes apply. Mr. Lehmkuhler consequently requested an amendment to those statutes that would create an exception for federal projects.

Brian Inniger, Chief Financial Officer of Rieth Riley, a construction firm based in Goshen, Indiana, began by saying that his firm, Rieth Riley, was established in 1916; in fact, Rieth Riley was awarded the very first contract awarded by the Indiana Department of Transportation, contract number 1. Since then Rieth Riley has done work throughout Indiana. Mr. Inniger added that Rieth Riley has had a presence in Indianapolis for over 50 years. However, Mr. Inniger contended that the way HEA 1004 is written (specifically, IC 36-1-12-22 concerning public works), in Marion County Rieth Riley is not a local contractor. Mr. Inniger described the statute as quite onerous. He believes that the only place Rieth Riley is local under the statute is Elkhart County.

Rhonda Cook, Director of Government Affairs and Legislative Counsel, Indiana Association of Cities and Towns (IACT), and **Mike Howard**, Attorney for the City of Noblesville and for Hamilton County, appeared as the final witnesses to speak on the topic of local price preferences. Ms. Cook said that IACT is concerned with the public works aspect of the HEA 1004 (IC 36-1-12-22). In particular, IACT objects to IC 36-1-12-22 because of:

- the "shall" provisions [described above in the testimony of Charlie Kahl]; and
- the difficulty in determining who qualifies as a "local Indiana business", which, Ms. Cook fears, means an increased likelihood for cities and towns to incur litigation expenses on this question at a time when budgets are already strained.

See Attachment 9 for a copy of Ms. Cook's written testimony.

Mr. Howard urged the repeal of IC 36-1-12-22. Based on his experience, he believes that Indiana had a bidding system that worked before IC 36-1-12-22 was adopted. He listed several points of criticism:

- the statute does not necessarily accomplish the purpose of giving local contractors an advantage;
- the one-size-fits-all approach does not work;
- the requirement is not too difficult to get around by setting up subsidiary business entities in those counties where one wants to do business; and
- "principal place of business" is not defined.

Mr. Howard concluded by suggesting that if the General Assembly wants to give the little guy a break, change the "shall" provision to a "may" provision.

Educational Support for Economic Development

Mitch Roob, Secretary of Commerce and Chief Executive Officer of the Indiana Economic Development Corporation, introduced the topic of education and economic development. In his presentation, Secretary Roob stressed his perceptions of what executives considering an expansion in or move to Indiana are looking for in the Indiana workforce, based on his experience in attempting to sell Indiana to business people in the United States and the rest of the world. His first major point was that business people highly value mathematics ability in their employees, an idea captured by the phrase "Math Matters Most," and that if Indiana's education system produces students with high levels of mathematical facility, Indiana would be significantly more attractive to business people who are considering a move or expansion. As an example of mathematics ability,

Secretary Roob mentioned proficiency in statistical process control. His second major point concerned the need to find a way to teach leadership skills, based on the perception of business executives with whom the Secretary has spoken that Indiana lacks enough people with leadership skills. See Attachment 10 for a copy of Secretary Roob's presentation.

Following Secretary Roob's presentation, the Committee recessed at 11:50 a.m.

Representative Messmer call the afternoon session of the meeting to order at 1:40 p.m.

Tom Lewandowski, President, Northeast Indiana Central Labor Council (NICLC), began the afternoon session with testimony concerning the NICLC's Unemployed and Anxiously Employed Worker's Initiative (Initiative). Mr. Lewandowski described the Initiative as an attempt to determine what works and what doesn't work in economic development by reviewing tax abatements and other incentives given to enterprises in Northeast Indiana. Mr. Lewandowski raises the following concerns as a result the NICLC's preliminary work on the Initiative:

- (1) The terms "employee", "job", and "payroll" are not used consistently and they would be more useful if they had standard definitions.
- (2) Tax abatements involve unverified self-reporting by the recipients of the tax abatements.
- (3) There are no accounting standards for reporting and reviewing tax abatements.
- (4) There is no channel for reporting fraud in connection with tax abatements and other incentives at either the state or local level.

See Attachment 11 for a copy of Mr. Lewandowski's written testimony.

Educational Support for Economic Development

Jason Dudich, Associate Commissioner and Chief Financial Officer, Commission for Higher Education (CHE), spoke about several areas in which Indiana's postsecondary institutions support economic development in Indiana. A key theme in Mr. Dudich's testimony is the desirability of an effective division of labor in higher education in Indiana. Indiana's postsecondary institutions comprise research institutions, comprehensive four-year institutions, and two-year institutions. The CHE is particularly interested in developing a true statewide community college system that is responsive to the changing economic needs of Hoosier students. The CHE believes that certificates, technical certificates, associate degrees and workforce training should be the focus of Indiana's two-year colleges. Comprehensive four-year institutions and research institutions on the other hand should focus on research, bachelor degrees, and professional degrees. At the same time, the CHE believes that the ability to transfer credits and degrees between different institutions is vital.

Representative Messmer posed several questions to Mr. Dudich at the conclusion of Mr. Dudich's initial testimony. These questions and the answers are summarized as follows.

Do the CHE and the universities make any effort to direct students to areas of study that match the demand for jobs in Indiana over the coming five to ten years?

The institutions themselves evaluate their programs to determine whether they are effective or not. When CHE looks at a degree program there may be some economic data that accompanies the submission. However, current law does not require the CHE to reevaluate a program to determine its effectiveness.

If we're going to allow Purdue University in West Lafayette to restrict admissions of in-state students, is there enough engineering education capacity at Indiana University-Purdue University Indianapolis (IUPUI), Indiana University-Purdue University Fort Wayne (IPFW), and the University of Southern Indiana (USI) for those students who are unable to get into Purdue University at West Lafayette?

- Purdue University does not take residency into account in its admission decisions.
- If a student wants to attend an institution for a specific degree and that possibility is not available to the student, there are alternatives available at the satellite campuses. That's why different institutions offer similar programs so that if a student does not have the credentials to get into one of the programs, the student still has the opportunity to pursue the student's desired degree.
- Duplication of programs does lead to increased costs. As a word of caution, serious cost increases would occur if we duplicated every program across the board.

Should there be a shift in focus at research institutions to produce more master's and doctoral degrees?

- Purdue University at West Lafayette and Indiana University at Bloomington are two of the largest producers of master's and doctoral degrees but they also produce a large number of bachelor's degrees.
- Each institution must determine for itself if its goal is to move to a graduate degree operation or whether it will focus on bachelor's degrees.

How do you anticipate getting a 60% increase in science, technology, engineering, and mathematics (STEM) degrees?

- The 60% increase in degrees by 2025 includes degrees of all types, not only the STEM area.

Have you thought of a way to drive entrepreneurship programs out into the rural areas and small communities?

- There are three things that can have or are having an impact on entrepreneurship in rural areas and small communities:

(i) CHE has a mandate to inventory entrepreneurship courses and programs offered at postsecondary institutions throughout Indiana and post the results of that inventory on the CHE website.

(ii) There is a mandate in HB 1006-2011 for CHE to coordinate entrepreneurship programs at the K-12, postsecondary, and workforce training levels with the Indiana Department of Workforce Development (IDWD), and the Indiana Department of Education.

(iii) Several examples of the impact of our postsecondary institutions:

- The Ball State University Entrepreneurial College;
- Vincennes University Advanced Manufacturing Center in Gibson

County; and

- Vincennes University Advanced Manufacturing Center at the Jasper campus.

See Attachment 12 for a copy of Mr. Dudich's written testimony.

Amy Horton, Assistant Superintendent for Student Achievement and Growth, Indiana Department of Education (DOE), reviewed how the DOE is contributing educational support for economic development. Ms. Horton first explained that DOE has recently reorganized itself and in the process created a new division called Student Achievement and Growth that is organized around three offices: Assessment, College and Career Readiness, and Individualized Learning.

Second, Ms. Horton said the DOE supported and applauded the General Assembly for passing the most comprehensive reform package in the nation during the 2011 legislative session. The package consisted of:

- SEA 575, which increased flexibility for school leaders by:
 - focusing teacher negotiations on salary and salary-related benefits; and
 - eliminating seniority only provisions;
- SEA 1, which improved teacher recognition and compensation by:
 - providing for meaningful annual feedback with multi-faceted evaluation;
 - encouraging teacher recognition for efforts in the classroom; and
 - providing for pay based on the level of responsibility, students' needs, and effectiveness;
- HEA 1002, which allows more entities to sponsor charter schools; and
- HEA 1003, which provides for need-based vouchers.

Third, Ms. Horton reviewed the following specific projects the DOE has been engaged in that support economic development:

- DOE has been working with the Indiana Economic Development Corporation as new companies seek to locate in Indiana because:
 - a significant obstacle to recruiting companies to Indiana is the low mathematics achievement of Indiana K-12 students; and
 - companies require students to be better prepared in mathematics, especially statistics.
- In 2010, DOE adopted the Common Core state standards for mathematics and language arts.
- DOE has been engaged in the Career Pathways Project, which insures that career and technical students are prepared for the workplace.
- DOE has been collaborating with the Indiana Science, Technology, Engineering and Mathematics Resource Network.
- HEA 1006-2011 requires DOE to develop entrepreneurial curriculum guides.

Dan Clark, Executive Director, Indiana Education Roundtable, was the fourth witness of the day on the topic of education support for economic development. The Education Roundtable is a permanent working group established by statute and chaired jointly by the Governor and the State Superintendent of Education. See IC 20-19-4.

Mr. Clark began with the immediate mission of the Education Roundtable: to advance education policies that result in a world-class workforce. He reviewed various statistics

about the population of Indiana students, their academic achievement, and how they compare with students in other states and the world. As an indication of the work to do in Indiana's high schools, for example, Mr. Clark said that 55% of the Indiana high school students now graduate with a college-and-career-ready diploma and do not need postsecondary remediation. Mr. Clark believes that in order to have a world-class workforce in which at least 60% of the workforce graduates from post-secondary education with a college degree or occupational certification with labor market value at least 80% of Indiana high school students must graduate with a college-and-career-ready diploma without any need for postsecondary remediation, and then after that 75% of those high school graduates would ultimately have to graduate from postsecondary education with a college degree or an occupational certification having labor market value.

Mr. Clark also discussed the adoption of the Common Core State Standards, see <http://www.corestandards.org>, by the Indiana State Board of Education following a recommendation by the Education Roundtable. Mr. Clark indicated that ISTEP revisions to reflect the adoption of the Common Core State Standards are not allowed until the 2014-2015 academic year.

See Attachment 13 for a copy of Mr. Clark's written testimony

Michael Harris, Chancellor of Indiana University Kokomo, made two primary points in his testimony on the topic of educational support for economic development. Chancellor Harris first advocated that policy makers adopt a model of economic development based on close collaboration between business, governments, and universities. He referred to this model as the Triple Helix, citing Etzkowitz, *The Triple Helix: University-Industry-Government Innovation in Action* (2008). Within this Triple Helix framework, Chancellor Harris explained, regional university campuses have an important role to play, because the creation, dissemination, and utilization of knowledge is at the center of innovation. Chancellor Harris elaborated with examples from his personal involvement at regional university campuses, including Indiana University Kokomo.

Chancellor Harris' second primary point was that entrepreneurship is a mindset that ideally should be infused into the full spectrum of educational endeavors, not merely entrepreneurship courses or even majors: learning to think entrepreneurially is a way of life.

A copy of Chancellor Harris' written testimony may be found at Attachment 14.

Mark Everson, Commissioner of the Indiana Department of Workforce Development (IDWD), was the final witness to present on the topic of educational support for economic development. He began by reviewing financial and claims data of the unemployment insurance system, including the initial impact of the unemployment insurance reform statute HEA 1450-2011 (P.L. 2-2011). Commissioner Everson next explained that HEA 1340-2011 (P.L. 7-2011) transferred responsibility for administering adult basic education in Indiana from the Department of Education to IDWD. ("Adult basic education" is an informal term that embraces training that leads to the completion of grade 8, the general educational development (GED) diploma, or remedial training in mathematics or English/language arts for people with a high school or GED diploma.) He reported that adult basic education is now closely linked with IDWD's WorkOne system. Commissioner Everson concluded by noting that there is an expectation of continued funding reductions for workforce training, reflecting reduced federal funding, the lapse of federal stimulus funding, and an improved unemployment rate. See Attachment 15 for a copy of Commissioner Everson's testimony.

The Committee did not take any action during the meeting.

No date was set for the next meeting of the Committee.

Representative Messmer adjourned the meeting at 3:44 p.m.

ICED
8/25/11
EX 1

Members

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Authority: IC 2-5-31.8

MEETING NOTICE

The first meeting of the Interim Study Committee on Economic Development will be held on August 25, 2011. The meeting will convene at 10:00 A.M. in Room 431 of the State House, 200 W. Washington St., Indianapolis, Indiana.

The agenda for this meeting is:

Call to Order

Introduction of Members

Review statutory charges to the Committee

Review additional charges to the Committee by the Legislative Council

Review 2010 Committee Findings and Recommendations and 2011 Legislation

Testimony and Committee Questions and Discussion on the Following Topics

1. The effect IC 5-22-15-20.9 and IC 36-1-12-22, providing for price preferences for local Indiana businesses, will have on non-local businesses (Legislative Council (Sens. Paul and Yoder)).

(afternoon session will begin at approximately 1:30 p.m.)

2. The extent to which Indiana's education systems support economic development.

Committee Discussion

August 18, 2011

Set Future Meeting Date(s)

Other Committee Business

Adjourn

(The meeting will be broadcast over the Internet for those unable to attend. Please visit <http://media.ihets.org/senate431> to watch the Webcast.)

August 18, 2011

ICED
8/25/11
EX 2

5-22-15-20.9

- Sec. 20.9. (a) This section applies only to a contract awarded by a political subdivision.
- (b) As used in this section, "affected county" refers to a county:
- (1) in which the political subdivision awarding a contract under this article is located; or
 - (2) that is adjacent to the county described in subdivision (1).
- (c) As used in this section, "local Indiana business" refers to any of the following:
- (1) A business whose principal place of business is located in an affected county.
 - (2) A business that pays a majority of its payroll (in dollar volume) to residents of affected counties.
 - (3) A business that employs residents of affected counties as a majority of its employees.
 - (4) A business that makes significant capital investments in the affected counties as defined in rules adopted by the political subdivision.
 - (5) A business that has a substantial positive economic impact on the affected counties as defined by criteria in rules adopted by the political subdivision.
- (d) There are the following price preferences for supplies purchased from a local Indiana business:
- (1) Five percent (5%) for a purchase expected by the purchasing agency to be less than fifty thousand dollars (\$50,000).
 - (2) Three percent (3%) for a purchase expected by the purchasing agency to be at least fifty thousand dollars (\$50,000) but less than one hundred thousand dollars (\$100,000).
 - (3) One percent (1%) for a purchase expected by the purchasing agency to be at least one hundred thousand dollars (\$100,000).
- (e) Notwithstanding subsection (d), a purchasing agency may award a contract to the lowest responsive and responsible offeror, regardless of the preference provided in this section, if the lowest responsive and responsible offeror is a local Indiana business.
- (f) A business that wants to claim a preference provided under this section must do all the following:
- (1) State in the business's bid that the business claims the preference provided by this section.
 - (2) Provide the following information to the purchasing agency:
 - (A) The location of the business's principal place of business. If the business claims the preference as a local Indiana business described in subsection (c)(1), a statement explaining the reasons the business considers the location named as the business's principal place of business.
 - (B) The amount of the business's total payroll and the amount of the business's payroll paid to residents of affected counties.
 - (C) The number of the business's employees and the number of the business's employees who are residents of affected counties.
 - (D) If the business claims the preference as a local Indiana business described in subsection (c)(4), a description of the capital investments made in the affected counties and a statement of the amount of those capital investments.
 - (E) If the business claims the preference as a local Indiana business described in subsection (c)(5), a description of the substantial positive economic impact the business has on the affected counties.

36-1-12-22

- Sec. 22. (a) The definitions in IC 5-22-15, including the definitions in IC 5-22-15-20.9, apply in this section.
- (b) The procedures described in IC 5-22-15 for determining adjusted offers, price preference percentage, and total adjusted offers apply in this section.
- (c) The price preferences stated in IC 5-22-15-20.9 apply in this section.
- (d) Notwithstanding provisions of this chapter that require the award of a contract to the lowest responsive and responsible bidder or the lowest responsive and responsible quoter, but subject to subsection (e), a contract shall be awarded to the lowest responsive and responsible local Indiana business that claims the preference provided by this section.
- (e) Notwithstanding subsection (d), a contract shall be awarded to the lowest responsive and responsible bidder or quoter, regardless of the preference provided in this section, if the lowest responsive and responsible bidder or quoter is a local Indiana business.
- (f) A bidder or quoter that wants to claim the preference under this section must claim the preference in the same manner that a business claims the preference under IC 5-22-15-20.9(f).

ICED
8/25/11
EX 3

Introduced Version

SENATE RESOLUTION No. 57

DIGEST OF INTRODUCED RESOLUTION

A SENATE RESOLUTION urging the legislative council to establish an interim study committee to examine unfair practice laws and the use of stolen information technology (IT) by businesses that offer products for sale in the state of Indiana.

MERRITT

_____, read first time and referred to Committee on _____



Introduced

First Regular Session 117th General Assembly (2011)

SENATE RESOLUTION

MADAM PRESIDENT:

I offer the following resolution and move its adoption:

A SENATE RESOLUTION urging the legislative council to establish an interim study committee to examine unfair practice laws and the use of stolen information technology (IT) by businesses that offer products for sale in the state of Indiana.

Whereas, Information technology (IT) theft costs the United States economy thousands of jobs and billions of dollars in economic growth;

Whereas, In 2009, an estimated 43 percent of the business software used worldwide was unlicensed, and such theft is particularly widespread in foreign markets;

Whereas, Stolen or misappropriated IT allows manufacturers to reduce the costs of production, and sell goods at artificially low prices;

Whereas, Manufacturers in competition with businesses that use stolen IT suffer harm in the form of lost sales, lost market share, and lost jobs;

Whereas, An essential part of fair competition and



corporate responsibility is respecting property rights and following the law, including the job of ensuring lawful IT procurement practices;

Whereas, Encouraging companies to stop using stolen hardware and software would strengthen the economy by fueling the growth of companies, jobs, and state revenues;

Whereas, Neither state nor federal law offers a clear remedy for this competitive harm; and

Whereas, Manufacturers that respect the law deserve a remedy for the harms they suffer when forced to compete against companies that use stolen IT: Therefore,

*Be it resolved by the Senate of the
General Assembly of the State of Indiana:*

1 SECTION 1. The Indiana Senate urges the legislative council to
2 establish an interim study committee to examine the following:

- 3 (a) the use of unfair practice laws;
- 4 (b) the use of stolen information technology (IT) by
- 5 businesses that offer products for sale in the state of Indiana;
- 6 and
- 7 (c) the unfair harm on law-abiding businesses forced to
- 8 compete with such companies.

9 SECTION 2. The committee, if established, shall operate under
10 the direction of the legislative council, and shall issue a final report
11 when directed to do so by the council.

12 SECTION 3. The Secretary of the Senate is hereby directed to
13 transmit a copy of this Resolution to the Legislative Council through
14 the Executive Director of the Legislative Services Agency.



IEDC
8/25/11
EX.4

FY 2011 Report on Indiana Economic Development Corporation Collaboration with Local Economic Development Organizations

This report has been prepared and submitted in accordance with IC 5-28-11-10.

Indiana Economic Development Association

The Indiana Economic Development Association (IEDA) is a state-wide association of individuals and organizations engaged in promoting economic development in Indiana. The association is the premier membership organization for Indiana's local and regional economic development entities. The Indiana Economic Development Corporation (IEDC) is an active participant in the IEDA. The IEDC presents economic development updates at each of the association's quarterly conferences. The IEDC holds fifteen memberships in the IEDA. Also, an IEDC Vice President serves on the IEDA board of directors in an ex-officio capacity and, in that role, assists in providing direction for the association, its programs and activities.

IEDC Outreach

IEDC host numerous sales trips annually with the participation of local economic development organizations and utility partners. The IEDC, along with local economic development groups, traveled to Dallas, Chicago, Atlanta and New York. These trips were set up to meet with site consultants and companies with the goal to attract new business to the state of Indiana. Local economic development organizations also co-host special events with the IEDC. Last year, IEDC and local economic development groups hosted company executives at two Colts games, the Big Ten Basketball Tournament and Carb Day.

Regional Economic Development Outreach

The IEDC participates in regional outreach programs as well. A few of the outreach programs that IEDC participated in last year are: South Central Marketing Group and I 74/South Eastern Indiana Growth Alliance. IEDC staff members attended monthly meetings and traveled alongside regional groups to Louisville and Cincinnati to meet with site consultants. The IEDC has also participated in Accelerate West Central Indiana Economic Development Regional Marketing Group. An IEDC staff member traveled with local economic development organizations on two sales trips to Chicago over the last fiscal year.

Site and Building Database Training Sessions

The IEDC has provided two training sessions for the Site and Building Database (GIS Zoom Prospector) for local economic development organizations in cooperation with regional economic development organizations. The Site and Building Database (GIS Zoom Prospector) is a tool for local economic

development organizations to submit available sites and buildings to be compiled for submission to companies or consultants looking for available property in the state of Indiana to start or expand their business. On May 18, 2011, training was provided to the Mid-West Indiana Economic Development Partnership, which included nine local economic development organizations in attendance. On May 24, 2011, training was provided to the Northwest Indiana Forum, which included seven local economic development organizations in attendance.

Site Searches

The IEDC responded to 101 site and building inquiries from companies and or consultants during the previous fiscal year. The IEDC responds to these inquiries with site, building and community data submitted by local and regional economic development organizations.

Site Tours

IEDC's Vice President and Manager of Operations visited 44 counties across the state of Indiana during the last fiscal year. They met with each local economic development organization and toured available sites and buildings. The goal was to gain a better understanding of each community's assets and/or challenges pertaining to site selection or economic development topics. The remaining county visits will be conducted by the end of the current fiscal year.

Shovel Ready Program

The IEDC works with local and regional economic development organizations to certify shovel ready sites in their areas. The IEDC concluded the 7th application round. From July 2010 through June 2011, nine new sites were approved for the shovel ready program. The nine new sites located in Cass, Hancock, Howard, Lawrence, Monroe, Morgan, Perry, Shelby and Wabash counties join the list of 56 other shovel ready sites identified by the state since 2006 that have undergone extensive title work, proof of ownership, legal and environmental review and qualify for expedited permitting with state regulatory agencies.

Pre-commits

The IEDC issued 327 pre-commit letters for the last fiscal year. The IEDC works closely with local economic development organizations on each project in order to craft the appropriate state incentive package.

Announcements

The Media Relations department at IEDC works closely with the various local and regional economic development organizations throughout the state. In the early stages of planning, writing and issuing a press release, the media relations staff is in frequent contact with members of the local economic development organizations. The local economic development partners are integral to the drafting of a successful press release by advising on the language of local incentives, providing a history and context

of the project location and securing quotes from local officials. This takes place for every press release issued by the IEDC.

For the select few projects that result in media events, the media relations department again enlists the help of local and regional organizations. In this capacity, they provide logistical support such as securing podiums, sound systems and tents for outdoor announcements, and also work with local government officials and representatives to coordinate schedules and arrival times.

International

The IEDC and local and regional economic development organizations have partnered on numerous mission trips. This past November three local economic development organizations joined the Governor's investment and trade mission to Asia in conjunction with the IEDC. In addition, six local economic development groups were represented by mayors who joined the trip. In February of 2011 the IEDC's Australian office supported and helped organize a mission to Australia on behalf of a local economic development group. In April of 2011 the IEDC's German office supported and helped organize a mission to Europe on behalf of seven local economic development groups from across the state of Indiana. In June of 2011, the IEDC's United Kingdom office supported and helped organize a mission to the United Kingdom on behalf of a local economic development group.

Building Better Communities

IEDC project managers participated in three workshops this past year: Indiana State University on June 2nd, Ball State University on June 8th, and Indiana University Southeast on June 28th. These Regional Impact Workshops are designed to provide government officials, economic and community development professionals, and business and civic leaders with a better understanding of the respective region's economy. They also provide tools on how to measure economic impact, and discuss available resources and strategies from state leaders.

USED
8/25/11
EX. 5



ECONOMIC INCENTIVES AND COMPLIANCE REPORT

For The Reporting Period July 1, 2007–June 30, 2011

Pursuant to IC 5–28–28, the Indiana Economic Development Corporation ("IEDC") is providing a report to the Governor and the Legislative Council regarding the compliance of companies receiving job creation incentives. The IEDC is further providing information regarding IEDC's other statutory programs. As stated by IC 5–28–28–5, the following report is limited to active awards applied for and awarded during the period beginning July 1, 2007 and ending June 30, 2011, and all determinations made by IEDC as of June 30, 2011. Below are descriptions of the programs included in this report.

ACTIVE JOB CREATION INCENTIVES

Economic Development For A Growing Economy Tax Credit (IC 6-3.1-13)

The Economic Development for a Growing Economy ("EDGE") tax credit program is Indiana's primary job creation incentive. The EDGE program provides a tax credit to companies creating net new jobs in Indiana. EDGE awards are calculated based on the number of jobs being created and the wages associated with those jobs. An EDGE award is released on an annual basis over a period of up to ten years after a company first certifies to the IEDC its net new Indiana payroll achieved for that year. Employment figures included in this report represent the total number of employees anticipated to be hired over the term of the incentive agreement. The tax credit amounts included in this report represent the maximum value of incentives that can be achieved by the recipient for the project to date. In the event that actual new employment differs from the employment level indicated in the incentive agreement, the annual award amount is adjusted on a pro-rata basis to reflect actual performance. In no event can the total benefit received by a recipient exceed the total award amount indicated in its incentive agreement. There is a maximum of \$257,259,102.42 in EDGE tax credits available to be earned by recipients for projects that applied for and were awarded during the reporting period. By dollar value, the EDGE tax credit is the most utilized jobs creation incentive. The dollar value awarded to

companies is six times larger than the next most utilized incentive and therefore, in this respect, is a highly effective tool available to companies for expansion or new ventures.

Hoosier Business Investment Tax Credit (IC 6-3.1-26)

The Hoosier Business Investment Tax Credit ("HBITC") program is a job creation incentive. The HBITC program provides tax credits to companies making significant new capital investment in Indiana. The credit amount is equal to a percentage (up to 10%) of a company's eligible capital investment in Indiana. The HBITC award may be carried forward for a period of up to nine years. Investments must be approved in advance by the IEDC in order to be eligible for the credit, and a recipient must first evidence the completion of the investment before the award is released. Employment figures included in this report represent the total number of employees anticipated to be hired over the term of the incentive agreement. Awards are released on an annual basis, and in the event that actual new employment substantially differs from the employment level indicated in the incentive agreement, the award is adjusted on a pro-rata basis to reflect actual performance. The tax credit amounts included in this report represent the maximum value of incentives that can be achieved by the recipient for the project to date. **Hoosier Business Investment Tax Credit (IC 6-3.1-26) cont.** In no event can the total benefit received by a recipient exceed the total award amount indicated in its

INDIANA

ANNUAL REPORT ON THE INVESTMENT TAX CREDITS AND HOOSIERS FUND
For The Reporting Period July 1, 2007–June 30, 2011

incentive agreement. There is a maximum of \$41,476,368 in HBITC tax credits available to be earned by recipients for projects that applied for and were awarded during the reporting period. The HBITC tax credit is effective for encouraging companies to make investments in the State, particularly if they project an Indiana income tax liability.

Skills Enhancement Fund (IC 5-28-7)

The Skills Enhancement Fund ("SEF") is a job creation incentive that supports the training of Indiana's workforce by providing reimbursement for a company's eligible training costs. A SEF award is disbursed over a two-year period to reimburse a company's eligible training expenditures. SEF awards are further limited to 50% of a company's eligible training expenses. In the event that a company's employment differs from the level indicated in the incentive agreement, award amounts are adjusted to reflect actual performance. In no event can the total benefit received by a recipient exceed the total award amount indicated in its incentive agreement. The grant amounts included in this report represent the maximum value of incentives that can be achieved by the recipient for the project to date. Training figures included in this report represent the total number of employees anticipated to be trained over the term of the incentive agreement. There is a maximum of \$28,479,139.42 in SEF training funds available to be earned by recipients for projects that applied for and were awarded during the reporting period. Given that SEF awards require dollar-for-dollar

matching by the grantee, the SEF is an effective tool for developing a skilled labor pool, which helps retain and attract employers.

Indiana Specific Insurance Related Education (IC 5-28-7)

The Indiana Specific Insurance Related Education ("INSPIRE") Training Program provides reimbursement for companies incurring eligible training costs associated with obtaining insurance industry designations and certifications for their employees. INSPIRE awards are disbursed over the term of the agreement after a company demonstrates its eligible training expenditures and achievements. The grant amounts included in this report represent the maximum value of incentives that can be achieved by the recipient for the project to date. Training figures included in this report represent the total number of employees anticipated to be trained over the term of the incentive agreement. There is a maximum of \$80,811.36 in INSPIRE training funds available to be earned by recipients for projects that applied for and were awarded during the reporting period.

Technology Enhancement Certification For Hoosiers (IC 5-28-7)

The Technology Enhancement Certification for Hoosiers ("TECH") Fund provides reimbursement for costs associated with a company's information technology professionals earning recognized information technology certifications in areas including systems administration, systems engineering, and software development. A TECH award is disbursed over the term of the agreement after a company demonstrates their eligible training expenditures and achievements. The grant amounts included in this report represent the maximum value of incentives that can be achieved by the recipient for the project to date. Training figures included in this report represent the total number of employees anticipated to be trained over the term of the incentive agreement. There is a maximum of \$81,024.27 in TECH training funds available to be earned by recipients for projects that applied for and were awarded during the reporting period.

Business Development Loan Fund (IC 5-28-32)

The Business Development Loan Fund is a revolving fund used to provide a borrower a direct loan for an economic development project. The proposed project must do one of the following: improve the technological capacity or productivity of the businesses; enhance the protection of Indiana's environment; or permit the business to expand facilities, establish new facilities, or make site improvements or infrastructure improvements. While the program may be used to fulfill any of the foregoing purposes, it may also be



2011 FUNDING EXPENDITURES AND COMPLIANCE REPORT For The Reporting Period July 1, 2007–June 30, 2011

Business Development Loan Fund (IC 5-28-32) cont.

used at times as a job creation incentive. There is a maximum of \$4,400,000 in loan funds available to be earned under this program by recipients for projects that applied for and were awarded during the reporting period.

Industrial Development Project Guaranty Fund (IC 5-28-30)

The Industrial Development Project Guaranty Fund is a non-lapsing, revolving fund used to provide a bank a guarantee for a loan secured by real property or personal property to or for the benefit of an industrial development project or agricultural operation that involves the processing of agricultural products. While the program may be used to fulfill any of the foregoing purposes, it may also be used at times as a job creation incentive. There is a maximum of \$2,000,000 in loan guarantees available to be earned under this program by recipients for projects that applied for and were awarded during the reporting period.

Biodiesel Production Tax Credit (IC 6-3.1-27-8)

The Biodiesel Production Tax Credit provides a tax incentive to support the development of Indiana's biodiesel industry. In order to qualify for the credit, companies must be approved in advance by the IEDC. The credit amount is equal to \$1.00 per gallon of biodiesel fuel produced. There were no biodiesel tax credits applied for and awarded during the reporting period.

Blended Biodiesel Tax Credit (IC 6-3.1-27-9)

The Blended Biodiesel Production Tax Credit provides a tax incentive to support the development of Indiana's blended biodiesel industry. In order to qualify for the credit, companies must be approved in advance by the IEDC. The credit amount is equal to \$0.02 per gallon of blended biodiesel produced. There were no blended biodiesel tax credits applied for and awarded during the reporting period.

Capital Investment Tax Credit (IC 6-3.1-13.5)

The Capital Investment Tax Credit is a job creation incentive that provides a 25% tax credit for investment in equipment, machinery, facilities, buildings, or foundations that are installed or used for a project having an estimated total cost of at least seventy-five million dollars (\$75,000,000) and in a county having a population of more than forty-three thousand (43,000) but less than forty-five thousand (45,000). There were no Capital Investment Tax Credits applied for and awarded during the reporting period.

Headquarters Relocation Tax Credit (IC 6-3.1-30)

The Headquarters Relocation Tax Credit was established to incentivize the relocation of corporate headquarters to Indiana. Qualifying projects must involve the relocation of the principal offices of a company's principal executive officers. The credit amount is equal to 50% of a company's qualifying relocation costs. There were no headquarters relocation applications received and approved through the IEDC during the reporting period.

Ethanol Production Tax Credit (IC 6-3.1-28)

The Ethanol Production Tax Credit provides a tax incentive to support the development of Indiana's ethanol industry. In order to qualify for the credit, companies must be approved in advance by the IEDC. The credit amount is equal to \$0.125 per gallon of ethanol produced. There were no ethanol tax credits applied for and awarded during the reporting period.

Hoosier Alternative Fuel Vehicle Manufacturer Tax Credit (IC 6-3.1-31.9)

The Hoosier Alternative Fuel Vehicle Manufacturer Tax Credit provides an incentive for investments in the manufacture or assembly of alternative fuel vehicles. There were no Hoosier Alternative Fuel Vehicle Manufacturer Tax Credits applied for and awarded during the reporting period.

This information is being provided consistent with various statutory requirements: IC 5-28-28-5 and -9; IC 6-3.1-13-24; IC 6-3.1-26-25; and IC 6-3.1-31.9-22.

This report shall be posted on the IEDC website, iedc.in.gov, consistent with IC 5-28-6-2(b)(8), IC 5-14-6-4.

ECONOMIC ACTIVITIES AND COMPLIANCE TITLES
For The Reporting Period July 1, 2007-June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401434	2B Racing, LLC	625 E. 6th Street	Fairmount	SEF	\$2,500.00	5	6	6	Active Term	Expansion
400575	80/20, Inc.	1701 South 400 East	Columbia City	SEF	\$55,995.39	184	33	217	Post Term Reporting	Expansion
412904	ABC Bus, Inc.	21888 Beck Drive	Elkhart	EDGE	\$750,000.00	0	130	N/A	Active Term	Attraction
412904	ABC Bus, Inc.	21888 Beck Drive	Elkhart	SEF	\$70,000.00	0	130	125	Active Term	Attraction
339963	Abengoa Bioenergy of Indiana, LLC	8999 West Franklin Rd.	Mt. Vernon	SEF	\$40,000.00	0	56	56	Post Term Reporting	Attraction
414178	Abrasive Blasting & Coating Services	910 Summa Drive	Elkhart	EDGE	\$55,000.00	0	12	N/A	Active Term	Attraction
341201	Accent Marketing Services, LLC	645 Park East Blvd	New Albany	SEF	\$70,185.70	546	117	441	Post Term Reporting	Expansion
401557	AccuGear, Inc.	6710 Innovation Blvd.	Fort Wayne	EDGE	\$600,000.00	45	96	N/A	Active Term	Expansion
402073	ACES Power Marketing	4140 W. 99th Street	Carmel	SEF	\$118,000.00	136	12	148	Active Term	Expansion
402073	ACES Power Marketing	4140 W. 99th Street	Carmel	EDGE	\$673,216.00	139	40	N/A	Active Term	Expansion
401031	ACME Industrial, Inc.	2380 East Cardinal Drive	Columbia City	SEF	\$2,531.67	46	45	87	Post Term Reporting	Expansion
341176	Adaptasoft, Inc.	106 E Montgomery	Francesville	SEF	\$1,948.82	15	25	39	Post Term Reporting	Expansion
402107	Addit, LLC	9785 Crosspoint Boulevard	Fishers	SEF	\$53,000.00	41	35	76	Active Term	Expansion
402107	Addit, LLC	9785 Crosspoint Boulevard	Fishers	EDGE	\$227,417.00	41	50	N/A	Active Term	Expansion
401669	Advanced Microelectronics, Inc.	6001 East Old Highway 50	Vincennes	TECH	\$8,022.52	N/A	N/A	15	Post Term Reporting	Expansion
400665	Advanced Microelectronics, Inc.	6001 East Old Highway 50	Vincennes	TECH	\$18,062.50	N/A	N/A	44	Post Term Reporting	Expansion
400533	Advantis Medical, Inc.	2121 Southtech Drive	Greenwood	SEF	\$15,825.00	120	53	173	Post Term Reporting	Expansion
402002	Advantis Medical, Inc.	2121 Southtech Drive	Greenwood	SEF	\$118,000.00	149	29	178	Active Term	Expansion
402002	Advantis Medical, Inc.	2121 Southtech Drive	Greenwood	EDGE	\$788,210.00	149	92	N/A	Active Term	Expansion
402002	Advantis Medical, Inc.	2121 Southtech Drive	Greenwood	HBI	\$88,000.00	149	92	N/A	Active Term	Expansion
414206	Advion BioServices Inc.	5225 Exploration Drive	Indianapolis	EDGE	\$650,000.00	0	66	N/A	Active Term	Attraction
414206	Advion BioServices Inc.	5225 Exploration Drive	Indianapolis	SEF	\$30,000.00	0	55	55	Active Term	Attraction
401193	Aearo Technologies LLC	2925 Gary Drive	Plymouth	SEF	\$33,108.17	91	43	85	Post Term Reporting	Expansion
401193	Aearo Technologies LLC	2925 Gary Drive	Plymouth	EDGE	\$350,000.00	90	52	N/A	Active Term	Expansion
401415	Aerodyn Engineering, Inc	6220 Indianapolis Road	Whitestown	SEF	\$34,400.00	30	13	43	Post Term Reporting	Expansion
412786	Aerodyn Engineering, Inc.	6220 Indianapolis Road	Whitestown	HBI	\$100,000.00	0	15	N/A	Active Term	Attraction
400616	Air Systems Components, Inc.	843 Indianapolis Ave	Lebanon	SEF	\$12,625.00	113	15	128	Post Term Reporting	Expansion
412733	Aisin Chemical Indiana, LLC	Industrial Way	Crothersville	SEF	\$36,000.00	28	15	43	Active Term	Expansion
412733	Aisin Chemical Indiana, LLC	Industrial Way	Crothersville	EDGE	\$165,000.00	28	37	N/A	Active Term	Expansion
400288	Aisin U.S.A. Mfg., Inc.	1700 East Fourth Street	Seymour	SEF	\$37,179.81	1749	N/A	340	Post Term Reporting	Retention
401437	Alan Johnson Racing, LLC	8701 Motorsports Way	Brownsburg	EDGE	\$300,000.00	0	42	N/A	Active Term	Attraction
401584	Albanese Confectionery Group, Inc	5441 E. Lincoln Highway	Merrillville	SEF	\$18,600.00	96	7	35	Active Term	Expansion
400292	Alcoa Power Generating Inc.	4700 Darlington Road	Newburgh	SEF	\$146,094.74	2005	N/A	1070	Post Term Reporting	Retention
400366	Alcoa Power Generating Inc.	4700 Darlington Road	Newburgh	SEF	\$72,842.80	161	7	140	Post Term Reporting	Expansion
341221	Allegheny Ludlum Corporation	516 W State Route 38	New Castle	SEF	\$18,000.00	143	N/A	131	Post Term Reporting	Retention
400701	Allied Manufacturing, Inc.	300 Industrial Drive	Angola	EDGE	\$100,000.00	0	35	N/A	Active Term	Attraction
402086	Allied Physicians of Michiana, LLC	130 Main Street, #250	South Bend	TECH	\$1,495.00	N/A	N/A	1	Post Term Reporting	Expansion
341224	Allied Solutions, LLC	11550 N. Meridian Street	Carmel	SEF	\$21,763.64	166	83	245	Post Term Reporting	Expansion

For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401460	Alorica, Inc.	181 Sagamore Parkway	Lafayette	EDGE	\$675,000.00	0	450	N/A	Active Term	Attraction
401460	Alorica, Inc.	181 Sagamore Parkway	Lafayette	SEF	\$100,000.00	48	450	450	Active Term	Expansion
401175	Amazon.com Indc, LLC	715 Airtech Parkway	Plainfield	EDGE	\$1,617,135.00	0	356	N/A	Active Term	Attraction
401175	Amazon.com Indc, LLC	715 Airtech Parkway	Plainfield	SEF	\$107,840.00	0	323	323	Post Term Reporting	Attraction
414146	Amazon.Com Indc, LLC	4255 Anson Blvd.	Whitestown	HBI	\$150,000.00	846	N/A	N/A	Active Term	Retention
400603	Amazon.com Indc, LLC	1200 12th Ave South	Seattle	EDGE	\$4,944,579.00	0	1235	N/A	Active Term	Attraction
400603	Amazon.com Indc, LLC	1200 12th Ave South	Seattle	SEF	\$184,000.00	0	835	835	Post Term Reporting	Attraction
400927	Ambassador Business Services, LLC	1342 S. Grandstaff Drive	Auburn	TECH	\$2,995.50	N/A	N/A	14	Post Term Reporting	Expansion
401703	American Foam Fiber & Supplies	4555 W. Bradbury Street #4	Indianapolis	EDGE	\$73,910.00	0	50	N/A	Active Term	Attraction
401703	American Foam Fiber & Supplies	4555 W. Bradbury Street #4	Indianapolis	SEF	\$30,000.00	0	40	40	Active Term	Attraction
401590	American Institute of Toxicology, Inc	2265 Executive Drive	Indianapolis	EDGE	\$1,000,000.00	156	131	N/A	Active Term	Expansion
412522	American Institute of Toxicology, Inc	2265 Executive Drive	Indianapolis	EDGE	\$1,789,409.00	261	362	N/A	Active Term	Expansion
400235	American Institute of Toxicology, Inc	2265 Executive Drive	Indianapolis	SEF	\$80,000.00	106	45	151	Post Term Reporting	Expansion
400235	American Institute of Toxicology, Inc	2265 Executive Drive	Indianapolis	EDGE	\$500,000.00	111	120	N/A	Active Term	Expansion
400235	American Institute of Toxicology, Inc	2265 Executive Drive	Indianapolis	HBI	\$75,000.00	111	120	N/A	Post Term Reporting	Expansion
401910	American Licorice Co	1900 Whirlpool Drive South	LaPorte	SEF	\$42,000.00	98	35	137	Active Term	Expansion
414002	American Plastic Molding Corp	965 S. Elm Street	Scottsburg	EDGE	\$300,000.00	98	50	N/A	Active Term	Expansion
400787	American Renolt Corporation	1207 E. Lincolnway	LaPorte	SEF	\$40,950.00	188	N/A	150	Post Term Reporting	Retention
400403	American Specialty Ins. & Risk Services	142 North Main Street	Roanoke	INSPIRE	\$3,895.45	75	N/A	22	Post Term Reporting	Expansion
401935	American Stave Company, Inc.	5170 West State Road 56	Salem	SEF	\$49,250.00	65	10	75	Active Term	Expansion
414499	Anchor Glass Container Corporation	200 West Bellevue Drive	Lawrenceburg	SEF	\$58,000.00	625	N/A	65	Active Term	Retention
400264	Anchor Industries, Inc.	1100 Burch Drive	Evansville	SEF	\$17,250.00	403	N/A	231	Post Term Reporting	Retention
412947	Andover Coils, LLC	310 North Earl Avenue	Lafayette	EDGE	\$150,000.00	30	52	N/A	Active Term	Expansion
401795	Andre Corporation	3362 S. Main Street	Elkhart	SEF	\$16,949.62	54	5	57	Post Term Reporting	Expansion
401103	Apparatus, Inc.	1401 N Meridian St	Indianapolis	SEF	\$100,000.00	68	110	178	Active Term	Expansion
401103	Apparatus, Inc.	1401 N Meridian St	Indianapolis	TECH	\$13,241.25	N/A	N/A	25	Active Term	Expansion
401103	Apparatus, Inc.	1401 N Meridian St	Indianapolis	EDGE	\$1,300,000.00	68	130	N/A	Active Term	Expansion
341218	Applegate Livestock Equipment, Inc.	902 S. State Road 32	Union City	EDGE	\$336,819.00	56	71	N/A	Active Term	Expansion
341218	Applegate Livestock Equipment, Inc.	902 S. State Road 32	Union City	HBI	\$47,039.00	56	71	N/A	Post Term Reporting	Expansion
400228	Arcadia Resources, Inc.	9320 Priority Way West Drive	Indianapolis	EDGE	\$4,312,147.00	0	352	N/A	Active Term	Attraction
412814	Arcadia Resources, Inc.	9320 Priority Way West Drive	Indianapolis	EDGE	\$13,500,000.00	352	934	N/A	Active Term	Expansion
341461	ArcelorMittal Burns Harbor LLC	250 West US Highway 12	Burns Harbor	SEF	\$133,749.89	3571	N/A	460	Post Term Reporting	Retention
400528	ArcelorMittal Tek, Inc.	30755 Edison Road	New Carlisle	SEF	\$122,000.00	274	N/A	222	Active Term	Retention
412200	Ash Brokerage Corp.	7609 West Jefferson Blvd.	Fort Wayne	SEF	\$46,000.00	185	30	215	Active Term	Expansion
401813	Associated Material Handling Industries	5905 Decatur Blvd.	Indianapolis	SEF	\$23,340.00	81	4	85	Active Term	Expansion
401864	ATC Trailers Holdings, Inc.	306 S. Nappanee Street	Nappanee	SEF	\$62,000.00	85	10	95	Active Term	Expansion
402128	Atkins Desserts, LLC	15510 Stoney Creek Way	Noblesville	SEF	\$20,500.00	42	34	34	Active Term	Expansion
402131	Atlas Logistics Group Retail Serv.	4301 North T25 West	Shelbyville	SEF	\$193,750.00	679	375	500	Active Term	Expansion

ECONOMIC INCENTIVES ACT COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
412387	Auburn Gear Inc.	400 E. Auburn Drive	Auburn	SEF	\$68,000.00	103	13	116	Active Term	Expansion
412320	Aurora Loan Services LLC	5920 Castle Way West Drive	Indianapolis	SEF	\$160,000.00	209	150	300	Active Term	Expansion
412320	Aurora Loan Services LLC	5920 Castle Way West Drive	Indianapolis	EDGE	\$1,050,000.00	209	200	N/A	Active Term	Expansion
400219	Austin Tri-Hawk Automotive, Inc.	2001 W. Just Industrial Parkway	Austin	SEF	\$91,170.00	216	N/A	205	Post Term Reporting	Retention
400795	Author Solutions, Inc.	1663 Liberty Drive	Bloomington	SEF	\$100,000.00	235	140	265	Post Term Reporting	Expansion
400795	Author Solutions, Inc.	1663 Liberty Drive	Bloomington	EDGE	\$525,000.00	193	140	N/A	Active Term	Expansion
412648	Autoline Industries Indiana, LLC	100 Commerce Street	Butler	EDGE	\$225,000.00	118	25	N/A	Active Term	Expansion
412213	Automatic Pool Covers, Inc.	9001 E. 133rd Pl.	Fishers	SEF	\$11,850.00	27	3	23	Active Term	Expansion
414098	Automatic Pool Covers, Inc.	9001 E. 133rd Pl.	Fishers	EDGE	\$200,000.00	27	22	N/A	Active Term	Expansion
402021	Avram Worldwide, LLC	2020 South State Road 135	Greenwood	EDGE	\$896,904.00	0	78	N/A	Active Term	Attraction
402021	Avram Worldwide, LLC	2020 South State Road 135	Greenwood	SEF	\$40,000.00	0	50	50	Active Term	Attraction
341431	B. & B. Manufacturing, Inc.	1712 Genesis Drive	LaPorte	SEF	\$13,199.55	65	5	49	Post Term Reporting	Expansion
401683	BAE Systems Controls, Inc.	2000 Taylor St.	Fort Wayne	SEF	\$178,853.54	743	200	303	Post Term Reporting	Expansion
401683	BAE Systems Controls, Inc.	2000 Taylor St.	Fort Wayne	EDGE	\$2,100,000.00	744	200	N/A	Active Term	Expansion
401683	BAE Systems Controls, Inc.	2000 Taylor St.	Fort Wayne	HBI	\$245,000.00	744	200	N/A	Active Term	Expansion
401261	Batesville Manufacturing, Inc.	1000 East Pearl Street	Batesville	SEF	\$128,365.12	615	N/A	607	Post Term Reporting	Retention
414003	Batesville Tool & Die Inc.	177 6 Pine Ranch Road	Batesville	SEF	\$75,000.00	256	30	260	Active Term	Expansion
414003	Batesville Tool & Die Inc.	177 6 Pine Ranch Road	Batesville	EDGE	\$200,000.00	256	40	N/A	Active Term	Expansion
402084	BBS Enterprises, Inc.	55980 Russell Industrial Pkwy	Mishawaka	SEF	\$35,000.00	39	5	44	Active Term	Expansion
412485	BC Forward	10 West Marketing Street	Indianapolis	SEF	\$66,400.00	254	140	394	Active Term	Expansion
412485	BC Forward	10 West Marketing Street	Indianapolis	EDGE	\$2,637,203.00	254	200	N/A	Active Term	Expansion
414165	Beckman Coulter, Inc.	5355 West 76th Street	Indianapolis	EDGE	\$800,000.00	531	95	N/A	Active Term	Expansion
414165	Beckman Coulter, Inc.	5355 West 76th Street	Indianapolis	SEF	\$300,000.00	531	95	450	Active Term	Expansion
412175	Beckman Coulter, Inc.	5355 West 76th Street	Indianapolis	SEF	\$450,000.00	410	100	300	Post Term Reporting	Expansion
412175	Beckman Coulter, Inc.	5355 West 76th Street	Indianapolis	EDGE	\$830,000.00	410	100	N/A	Active Term	Expansion
414050	Beck's Superior Hybrids Inc.	6767 E. 276th Street	Atlanta	EDGE	\$650,000.00	177	72	N/A	Active Term	Expansion
341235	Belden Wire & Cable Company	350 NW N Street	Richmond	SEF	\$9,375.00	698	20	270	Post Term Reporting	Expansion
412547	Belkin, Inc.	501 West Walnut Street	Compton	SEF	\$46,524.00	135	49	174	Active Term	Expansion
412547	Belkin, Inc.	501 West Walnut Street	Compton	EDGE	\$50,000.00	135	49	N/A	Active Term	Expansion
412547	Belkin, Inc.	501 West Walnut Street	Compton	HBI	\$90,000.00	135	49	N/A	Active Term	Expansion
400704	Bendix Commercial Vehicle Systems, LLC	1850 Riverfork Drive West	Huntington	SEF	\$154,700.00	386	40	426	Post Term Reporting	Expansion
341131	Berry Plastics Opco, Inc.	101 Oakley St.	Evansville	SEF	\$160,000.00	212	250	462	Post Term Reporting	Expansion
341131	Berry Plastics Opco, Inc.	101 Oakley St.	Evansville	EDGE	\$4,700,000.00	186	250	N/A	Active Term	Expansion
401656	Berry Plastics Opco, Inc.	101 Oakley St.	Evansville	EDGE	\$3,600,000.00	1359	360	N/A	Active Term	Expansion
401656	Berry Plastics Opco, Inc.	101 Oakley St.	Evansville	HBI	\$1,000,000.00	1359	360	N/A	Active Term	Expansion
401656	Berry Plastics Opco, Inc.	101 Oakley St.	Evansville	SEF	\$200,000.00	1359	150	1021	Active Term	Expansion
401610	Bimbo Foods Bakeries Distribution, Inc.	53075 Federic Drive	Elkhart	SEF	\$67,725.00	128	10	114	Post Term Reporting	Expansion
412585	Biologics, LLC	1533 Northfield Drive	Brownsburg	EDGE	\$550,000.00	0	50	N/A	Active Term	Attraction

ECONOMIC INCENTIVES ARE SUMMARIZED BY FORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
414091	Biomet Inc.	56 East Bell Drive	Warsaw	EDGE	\$2,750,000.00	1535	278	N/A	Active Term	Expansion
414091	Biomet Inc.	56 East Bell Drive	Warsaw	SEF	\$200,000.00	1535	278	500	Active Term	Expansion
401781	BioStorage Technologies, Inc.	2910 Fortune Circle Way Suite E	Indianapolis	SEF	\$10,456.47	50	67	117	Post Term Reporting	Expansion
414455	Bishop Steering Technology, Inc.	8802 Bash St., Suite A	Indianapolis	EDGE	\$200,000.00	25	25	N/A	Active Term	Expansion
412698	Bluefish Wireless, Inc.	6100 W 96th St	Zionsville	SEF	\$50,000.00	69	72	141	Active Term	Expansion
412698	Bluefish Wireless, Inc.	6100 W 96th St	Zionsville	EDGE	\$838,797.00	69	150	N/A	Active Term	Expansion
412821	BlueLock, LLC	6325 Morenci Trail	Indianapolis	SEF	\$20,000.00	27	54	34	Active Term	Expansion
412821	BlueLock, LLC	6325 Morenci Trail	Indianapolis	EDGE	\$1,400,000.00	27	118	N/A	Active Term	Expansion
401553	Bo-Mar Industries, Inc.	3838 S. Arlington	Indianapolis	SEF	\$6,500.00	35	N/A	23	Active Term	Retention
400202	Booth Acquisition, LLC	510 Patrol Road	Jeffersonville	EDGE	\$550,000.00	73	60	N/A	Active Term	Expansion
413054	Bostech Corporation	6100 W. 96th Street Ste 130	Zionsville	EDGE	\$731,737.00	2	61	N/A	Active Term	Expansion
341417	Bostwick-Braun Company, The	H.L. Thompson Drive	Ashley	SEF	\$27,825.71	103	7	110	Post Term Reporting	Expansion
400536	Bowen Engineering Corporation	8802 North Meridian Street	Indianapolis	SEF	\$71,740.93	231	169	400	Post Term Reporting	Expansion
400536	Bowen Engineering Corporation	8802 North Meridian Street	Indianapolis	EDGE	\$1,251,912.00	227	232	N/A	Active Term	Expansion
401540	BP Products North America Inc	2815 Indianapolis Blvd.	Whiting	SEF	\$115,919.18	1835	125	1192	Post Term Reporting	Expansion
400770	Brevini USA, Inc.	1414 Brevini Drive	Yorktown	HBI	\$3,900,000.00	0	455	N/A	Active Term	Attraction
400770	Brevini USA, Inc.	1414 Brevini Drive	Yorktown	SEF	\$300,000.00	0	225	225	Active Term	Attraction
400856	Bridgestone America Holdings, Inc.	250 West 96th Street	Indianapolis	SEF	\$119,948.28	404	31	435	Post Term Reporting	Expansion
400741	Brightpoint North America, L.P	501 Airtech Parkway	Plainfield	SEF	\$64,964.99	976	N/A	460	Post Term Reporting	Retention
401658	Brinly - Hardy Company	3230 Industrial Parkway	Jeffersonville	SEF	\$30,450.00	81	12	51	Post Term Reporting	Expansion
401726	Bristol-Myers Squibb Company	4601 Highway 62 East	Mt. Vernon	SEF	\$137,500.00	243	N/A	212	Post Term Reporting	Retention
401004	Broken Clays, Inc.	1011 North Pennsylvania Ave.	Indianapolis	SEF	\$20,577.35	49	30	79	Post Term Reporting	Expansion
401004	Broken Clays, Inc.	1011 North Pennsylvania Ave.	Indianapolis	EDGE	\$88,923.00	49	38	N/A	Active Term	Expansion
412226	Brotherhood Mutual Insurance Co.	6400 Brotherhood Way	Fort Wayne	SEF	\$100,000.00	216	43	125	Active Term	Expansion
412226	Brotherhood Mutual Insurance Co.	6400 Brotherhood Way	Fort Wayne	EDGE	\$685,751.00	216	60	N/A	Active Term	Expansion
401762	Buchanan Hauling & Rigging, Inc.	4625 Industrial Road	Fort Wayne	SEF	\$81,192.26	108	30	144	Post Term Reporting	Expansion
401762	Buchanan Hauling & Rigging, Inc.	4625 Industrial Road	Fort Wayne	EDGE	\$395,005.00	81	60	N/A	Active Term	Expansion
401684	Bunge North America (East), LLC	700 N. Rangeline Road	Morristown	SEF	\$32,000.00	99	N/A	71	Active Term	Retention
401858	Busche Enterprise Division, Inc.	1563 E. State Road 8	Albion	SEF	\$138,500.00	315	70	300	Active Term	Expansion
401560	Butterfield Foods, LLC	635 Westfield Road	Noblesville	SEF	\$37,077.00	65	11	76	Post Term Reporting	Expansion
400931	Byron Hines Motorsports, Inc.	1211 Northfield Drive	Brownsburg	EDGE	\$63,123.00	56	26	N/A	Active Term	Expansion
400931	Byron Hines Motorsports, Inc.	1211 Northfield Drive	Brownsburg	HBI	\$134,737.00	56	26	N/A	Post Term Reporting	Expansion
401142	C & G Technologies, Inc.	6209 Gheens Mill Road	Jeffersonville	SEF	\$7,480.00	25	29	39	Post Term Reporting	Expansion
401142	C & G Technologies, Inc.	6209 Gheens Mill Road	Jeffersonville	EDGE	\$177,061.00	27	32	N/A	Active Term	Expansion
413062	Calltherm Corporation	910 S Gladstone Avenue	Columbus	EDGE	\$118,605.00	121	32	N/A	Active Term	Expansion
401439	Camcar LLC	4366 N Old US Hwy 31	Rochester	EDGE	\$200,000.00	105	33	N/A	Active Term	Expansion
400477	Camryn Industries, LLC	917 Liechty Road	Berne	SEF	\$34,761.56	330	10	231	Post Term Reporting	Expansion
402074	Capital Group Companies, Inc.	12911 N. Meridian Street	Carmel	SEF	\$200,000.00	934	100	1034	Active Term	Expansion

ECONOMIC DEVELOPMENT AND EMPLOYMENT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
400498	Carbide Grinding Co., Inc.	1136 Dilts Street, P.O. Box 175	Chesterfield	SEF	\$2,275.00	40	8	22	Post Term Reporting	Expansion
402161	Carter Logistics, LLC	4020 W. 73rd Street	Anderson	EDGE	\$2,150,000.00	517	250	N/A	Active Term	Expansion
402161	Carter Logistics, LLC	4020 W. 73rd Street	Anderson	HBI	\$115,000.00	517	250	N/A	Active Term	Expansion
402161	Carter Logistics, LLC	4020 W. 73rd Street	Anderson	SEF	\$200,000.00	517	175	200	Active Term	Expansion
400309	Caterpillar Logistics Services, Inc.	6600 W CR 350 N Building 104	Greenfield	SEF	\$7,375.00	164	N/A	154	Post Term Reporting	Retention
400933	Caterpillar Logistics Services, Inc.	600 Patrol Road	Jeffersonville	EDGE	\$385,000.00	0	51	N/A	Active Term	Attraction
400933	Caterpillar Logistics Services, Inc.	600 Patrol Road	Jeffersonville	SEF	\$23,000.00	0	50	50	Active Term	Attraction
412959	Celadon Trucking Services, Inc.	9503 East 33rd Street	Indianapolis	EDGE	\$600,000.00	583	115	N/A	Active Term	Expansion
412959	Celadon Trucking Services, Inc.	9503 East 33rd Street	Indianapolis	SEF	\$60,000.00	583	115	80	Active Term	Expansion
401049	Centennial Group, Inc.	800 E. 8th Street	New Albany	EDGE	\$229,451.00	0	48	N/A	Active Term	Attraction
401920	Century Tube, LLC	4004 North U.S. 421	Madison	SEF	\$60,000.00	49	80	120	Active Term	Expansion
401920	Century Tube, LLC	4004 North U.S. 421	Madison	EDGE	\$318,087.00	49	107	N/A	Active Term	Expansion
400414	Cereplast, Inc.	2213 Killion Road	Seymour	EDGE	\$474,183.00	0	98	N/A	Active Term	Attraction
401791	CertainTeed Corporation	1001 West Industrial Drive	Terre Haute	SEF	\$41,000.00	83	N/A	82	Active Term	Retention
412920	Inc.	9100 Keystone Crossing	Indianapolis	EDGE	\$425,000.00	0	55	N/A	Active Term	Attraction
401205	Charles Schwab & Company, Inc.	8332 Woodfield Crossing	Indianapolis	SEF	\$375,000.00	813	300	1113	Active Term	Expansion
401205	Charles Schwab & Company, Inc.	8332 Woodfield Crossing	Indianapolis	EDGE	\$2,909,744.00	817	300	N/A	Active Term	Expansion
414340	Chip Ganassi Racing Teams LLC	77777 Woodland Drive	Indianapolis	EDGE	\$325,000.00	0	30	N/A	Active Term	Attraction
401705	CIM Audio Visual, Inc.	4660 Progress Drive	Columbus	SEF	\$22,400.00	65	8	40	Active Term	Expansion
400979	CITON Group, Inc.	3077 East 98th Street	Indianapolis	SEF	\$6,466.95	3	47	47	Post Term Reporting	Expansion
400979	CITON Group, Inc.	3077 East 98th Street	Indianapolis	EDGE	\$900,000.00	0	102	N/A	Active Term	Attraction
400494	Clarcor Air Filtration Products, Inc.	100 River Ridge	Jeffersonville	EDGE	\$3,029,988.00	112	425	N/A	Active Term	Expansion
400494	Clarcor Air Filtration Products, Inc.	100 River Ridge	Jeffersonville	HBI	\$87,000.00	112	425	N/A	Post Term Reporting	Expansion
400494	Clarcor Air Filtration Products, Inc.	100 River Ridge	Jeffersonville	SEF	\$200,000.00	0	425	425	Active Term	Attraction
414127	Clarke Engineering Services, Inc.	9100 Fall View Drive	Fishers	EDGE	\$300,000.00	45	29	N/A	Active Term	Expansion
412210	CNH America, LLC	400/420 S. Enterprise Blvd.	Lebanon	SEF	\$47,000.00	410	N/A	410	Active Term	Retention
401180	CNH America, LLC	6900 Veterans Boulevard	Burr Ridge	SEF	\$22,000.00	322	138	289	Post Term Reporting	Expansion
401844	Coachmen Industries, Inc.	10758 Greenfield Parkway	Middlebury	IDPGE	\$2,000,000.00	38	189	N/A	Post Term Reporting	Expansion
401827	Comlux Completion USA, LLC	2641 S. Cargo Drive	Indianapolis	SEF	\$150,000.00	80	300	356	Active Term	Expansion
401827	Comlux Completion USA, LLC	2641 S. Cargo Drive	Indianapolis	EDGE	\$2,931,880.00	80	480	N/A	Active Term	Expansion
401827	Comlux Completion USA, LLC	2641 S. Cargo Drive	Indianapolis	BDLF	\$2,000,000.00	77	78	N/A	Active Term	Expansion
412630	Compositech, Inc.	5241 Wolf Place	Indianapolis	SEF	\$110,000.00	132	56	186	Active Term	Expansion
412630	Compositech, Inc.	5241 Wolf Place	Indianapolis	EDGE	\$590,256.00	132	105	N/A	Active Term	Expansion
412630	Compositech, Inc.	5241 Wolf Place	Indianapolis	HBI	\$90,000.00	132	105	N/A	Active Term	Expansion
412469	Computer Age Engineering, Inc	867 E. 38th Street	Marion	SEF	\$30,000.00	25	23	48	Active Term	Expansion
412324	ConAgra Foods Packaged Foods Holdings	750 E. Drexel Pkwy	Rensselaer	SEF	\$117,500.00	235	N/A	234	Active Term	Retention
414137	Connexions, Inc.	200 Patrol Road	Jeffersonville	SEF	\$75,000.00	426	627	366	Active Term	Expansion
414137	Connexions, Inc.	200 Patrol Road	Jeffersonville	EDGE	\$3,800,000.00	426	662	N/A	Active Term	Expansion

COGNITIVE INCENTIVES & COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
341272	Connexions, Inc.	200 Patrol Road	Jeffersonville	SEF	\$107,850.90	0	668	668	Post Term Reporting	Attraction
400729	Conn-Selmer, Inc.	600 Industrial Parkway	Elkhart	SEF	\$17,680.00	345	75	325	Post Term Reporting	Expansion
401745	Conopco, Inc.	1200 Columel Avenue	Hammond	SEF	\$93,500.00	206	N/A	170	Active Term	Retention
400817	Conseco Services, LLC	11825 North Pennsylvania Street	Carmel	INSPIRE	\$49,716.04	1849	N/A	268	Post Term Reporting	Expansion
412304	Contract Industrial Tooling, Inc.	2351 Production Court	Richmond	EDGE	\$140,000.00	106	20	N/A	Active Term	Expansion
412304	Contract Industrial Tooling, Inc.	2351 Production Court	Richmond	SEF	\$20,000.00	106	20	20	Active Term	Expansion
341353	Cook Pharmica LLC	1300 S. Patterson Drive	Bloomington	SEF	\$69,310.00	208	39	194	Post Term Reporting	Expansion
341353	Cook Pharmica LLC	1300 S. Patterson Drive	Bloomington	EDGE	\$2,044,931.00	200	206	N/A	Active Term	Expansion
400762	Cooper Tire & Rubber Company	500 Bartram Parkway	Franklin	EDGE	\$239,189.00	0	60	N/A	Active Term	Attraction
400762	Cooper Tire & Rubber Company	500 Bartram Parkway	Franklin	HBI	\$42,468.00	0	60	N/A	Post Term Reporting	Attraction
400762	Cooper Tire & Rubber Company	500 Bartram Parkway	Franklin	SEF	\$15,047.32	0	60	60	Post Term Reporting	Attraction
412514	Coupled Products, LLC	2651 South 600 East	Columbia City	SEF	\$93,000.00	34	88	117	Active Term	Expansion
412514	Coupled Products, LLC	2651 South 600 East	Columbia City	EDGE	\$646,550.00	34	88	N/A	Active Term	Expansion
401365	Covance Laboratories, Inc.	210 Carnegie Center	Princeton	SEF	\$230,000.00	375	190	200	Active Term	Expansion
401365	Covance Laboratories, Inc.	210 Carnegie Center	Princeton	EDGE	\$2,964,351.61	250	315	N/A	Active Term	Expansion
401365	Covance Laboratories, Inc.	210 Carnegie Center	Princeton	HBI	\$52,384.00	266	315	N/A	Post Term Reporting	Expansion
412952	CPS, Inc.	17453 Tiller Court	Westfield	EDGE	\$94,519.00	4	22	N/A	Active Term	Expansion
413046	Creative Bus Sales, Inc.	28293 Clay Street	Elkhart	EDGE	\$475,000.00	0	85	N/A	Active Term	Attraction
400431	CSpine, Inc.	2713 Foundation Dr	South Bend	EDGE	\$300,000.00	0	49	N/A	Active Term	Attraction
400943	CTB, Inc.	611 North Higbee Street	Millford	SEF	\$25,931.36	582	60	349	Post Term Reporting	Expansion
400265	CTC Casting Technologies, Inc.	1450 Musicland Drive	Franklin	SEF	\$15,648.09	85	82	113	Post Term Reporting	Expansion
414229	Cummins, Inc.	500 Jackson Street	Columbus	EDGE	\$5,000,000.00	5544	350	N/A	Active Term	Expansion
414009	Cummins, Inc.	800 East 3rd Street	Seymour	EDGE	\$2,400,000.00	424	150	N/A	Active Term	Expansion
414009	Cummins, Inc.	800 East 3rd Street	Seymour	SEF	\$100,000.00	424	100	95	Active Term	Expansion
412481	Dalton Corporation	1900 East Jefferson Street	Warsaw	SEF	\$10,000.00	405	26	26	Active Term	Expansion
400708	Daman Products Company, Inc.	1811 N. Home Street	Mishawaka	SEF	\$9,000.00	107	20	100	Post Term Reporting	Expansion
401015	Data Cave, Inc.	2425 Technology Boulevard	Columbus	EDGE	\$225,000.00	0	25	N/A	Active Term	Attraction
414140	Dayton-Phoenix Group, Inc.	4751 Swisher Road	West Lafayette	EDGE	\$100,000.00	47	30	N/A	Active Term	Expansion
400737	DCL Medical Laboratories, LLC	9550 Zionsville Road	Indianapolis	SEF	\$48,288.33	152	94	246	Post Term Reporting	Expansion
400737	DCL Medical Laboratories, LLC	9550 Zionsville Road	Indianapolis	EDGE	\$738,913.00	154	125	N/A	Active Term	Expansion
412235	Dealer Services Corporation	1320 City Center Drive	Carmel	SEF	\$60,000.00	79	45	75	Active Term	Expansion
412235	Dealer Services Corporation	1320 City Center Drive	Carmel	EDGE	\$525,000.00	79	55	N/A	Active Term	Expansion
401733	Deborah Wood Associates, Inc.	630 W. Carmel Drive	Carmel	TECH	\$1,120.00	N/A	N/A	2	Post Term Reporting	Expansion
401918	Decatur Plastics Products, Inc.	3250 N. State Hwy 7	North Vernon	SEF	\$100,000.00	94	86	180	Active Term	Expansion
400465	Defender Security Company	3750 Priority Way S. Drive	Indianapolis	SEF	\$420,000.00	371	396	687	Post Term Reporting	Expansion
401377	Diversity-Vuteq, LLC	819 East 350 South	Princeton	SEF	\$35,000.00	0	52	52	Active Term	Attraction
401838	Dometic, LLC	509 S. Poplar	LaGrange	EDGE	\$497,479.00	69	241	N/A	Active Term	Expansion
401838	Dometic, LLC	509 S. Poplar	LaGrange	HBI	\$165,000.00	69	241	N/A	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401838	Dometic, LLC	509 S. Poplar	LaGrange	SEF	\$170,000.00	69	209	209	Active Term	Expansion
412190	Dometic, LLC	509 S. Poplar	LaGrange	SEF	\$150,000.00	159	100	100	Active Term	Expansion
412190	Dometic, LLC	509 S. Poplar	LaGrange	EDGE	\$336,617.00	159	116	N/A	Active Term	Expansion
412190	Dometic, LLC	509 S. Poplar	LaGrange	HBI	\$80,000.00	159	116	N/A	Active Term	Expansion
412654	Dorel Juvenile Group, Inc.	2525 State Street	Columbus	EDGE	\$293,528.00	850	98	N/A	Active Term	Expansion
412654	Dorel Juvenile Group, Inc.	2525 State Street	Columbus	SEF	\$175,000.00	850	26	400	Active Term	Expansion
412654	Dorel Juvenile Group, Inc.	2525 State Street	Columbus	HBI	\$250,000.00	850	98	N/A	Active Term	Expansion
400370	Dormir, Inc.	615 West Carmel Drive	Carmel	SEF	\$19,826.13	41	80	121	Post Term Reporting	Expansion
400370	Dormir, Inc.	615 West Carmel Drive	Carmel	EDGE	\$987,617.00	61	161	N/A	Active Term	Expansion
401454	Double-Take Software, Inc.	257 Turnpike Road	Southborough	EDGE	\$3,214,435.00	198	208	N/A	Active Term	Expansion
401984	Dover Industrial Products, Inc.	2700 Lanier Drive	Madison	EDGE	\$145,000.00	264	26	N/A	Active Term	Expansion
400227	Dow Corning STI, Inc.	111 South Progressive Drive East	Kendallville	HBI	\$40,886.00	109	21	N/A	Post Term Reporting	Expansion
400227	Dow Corning STI, Inc.	111 South Progressive Drive East	Kendallville	EDGE	\$65,548.00	109	21	N/A	Active Term	Expansion
401088	Dreyer's Grand Ice Cream, Inc.	3426 Wells Street	Fort Wayne	EDGE	\$572,351.00	401	82	N/A	Active Term	Expansion
401088	Dreyer's Grand Ice Cream, Inc.	3426 Wells Street	Fort Wayne	HBI	\$125,000.00	401	82	N/A	Active Term	Expansion
400173	Eagle Steel Products, Inc.	5150 Loop Road	Jeffersonville	SEF	\$10,000.00	82	35	72	Post Term Reporting	Expansion
401837	elImagine Technology Group, Inc.	6081 East 82nd Street Suite 110	Indianapolis	TECH	\$26,500.00	N/A	N/A	20	Post Term Reporting	Expansion
401883	Electric Motors Corporation	451 North Main Street	Nappanee	SEF	\$200,000.00	0	260	260	Active Term	Attraction
400534	Electronic Data Systems Corporation	4730 Hargrove Road	Raleigh	SEF	\$32,877.95	0	211	211	Post Term Reporting	Attraction
401062	Electro-Spec, Inc.	3070 R.J. Parkway	Franklin	SEF	\$21,475.00	48	12	57	Post Term Reporting	Expansion
402134	Emerson Climate Technologies, Inc.	616 Conrad Harcourt Way	Rushville	HBI	\$145,000.00	228	245	N/A	Active Term	Expansion
400725	Endress + Hauser, Inc.	2350 Endress Place	Greenwood	SEF	\$202,200.00	274	67	341	Post Term Reporting	Expansion
400725	Endress + Hauser, Inc.	2350 Endress Place	Greenwood	EDGE	\$2,258,531.95	271	234	N/A	Active Term	Expansion
400725	Endress + Hauser, Inc.	2350 Endress Place	Greenwood	HBI	\$449,280.00	271	234	N/A	Post Term Reporting	Expansion
401311	EnerDel, Inc.	8740 Hague Road, Bldg 7	Indianapolis	EDGE	\$12,069,652.00	66	1401	N/A	Active Term	Expansion
401311	EnerDel, Inc.	8740 Hague Road, Bldg 7	Indianapolis	HBI	\$9,000,000.00	66	1401	N/A	Active Term	Expansion
401311	EnerDel, Inc.	8740 Hague Road, Bldg 7	Indianapolis	SEF	\$200,000.00	66	612	612	Active Term	Expansion
412983	Environmental Laboratories, Inc.	635 Green Road	Madison	SEF	\$35,000.00	6	8	8	Active Term	Expansion
412983	Environmental Laboratories, Inc.	635 Green Road	Madison	EDGE	\$85,000.00	6	20	N/A	Active Term	Expansion
401917	Envisage Technologies Corporation	1441 S. Fenbrook Lane	Bloomington	EDGE	\$216,407.00	35	23	N/A	Active Term	Expansion
401917	Envisage Technologies Corporation	1441 S. Fenbrook Lane	Bloomington	SEF	\$14,500.00	35	23	23	Active Term	Expansion
401917	Envisage Technologies Corporation	1441 S. Fenbrook Lane	Bloomington	EDGE-R	\$156,132.00	35	23	N/A	Active Term	Retention
400324	Essenhaus Foods, LLC	241 US 20	Middlebury	SEF	\$9,289.64	18	4	21	Post Term Reporting	Expansion
401665	Essex Group, Inc.	3405 Meyer Road	Fort Wayne	SEF	\$25,000.00	30	15	37	Active Term	Expansion
401665	Essex Group, Inc.	3405 Meyer Road	Fort Wayne	EDGE	\$86,577.00	34	15	N/A	Active Term	Expansion
412223	Essex Group, Inc.	3405 Meyer Road	Fort Wayne	EDGE	\$391,459.00	0	80	N/A	Active Term	Attraction
412223	Essex Group, Inc.	3405 Meyer Road	Fort Wayne	SEF	\$55,000.00	0	75	75	Active Term	Attraction
414458	Essroc Cement Corp.	301 Highway 31	Speed	SEF	\$100,000.00	155	N/A	65	Active Term	Retention

ECONOMIC INCENTIVES AND COMPLIANCE PART
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
412757	Exacq Technologies, Inc.	11955 Exit five Parkway, Bldg 3	Fishers	EDGE	\$650,000.00	28	49	N/A	Active Term	Expansion
412757	Exacq Technologies, Inc.	11955 Exit five Parkway, Bldg 3	Fishers	SEF	\$7,500.00	28	49	26	Active Term	Expansion
414188	ExactTarget, Inc.	20 North Meridian Street	Indianapolis	EDGE	\$11,000,000.00	548	500	N/A	Active Term	Expansion
414188	ExactTarget, Inc.	20 North Meridian Street	Indianapolis	SEF	\$225,000.00	548	378	330	Active Term	Expansion
401251	ExactTarget, Inc.	20 North Meridian Street	Indianapolis	SEF	\$200,000.00	288	135	423	Post Term Reporting	Expansion
401251	ExactTarget, Inc.	20 North Meridian Street	Indianapolis	EDGE	\$3,650,000.00	296	300	N/A	Active Term	Expansion
412579	Express Scripts, Inc. (NextRx, LLC)	2825 W. Perimeter Road	Indianapolis	EDGE	\$2,950,000.00	200	629	N/A	Active Term	Expansion
401860	FAB2ORDER, Inc.	1145 E. Northfield Drive	Brownsburg	SEF	\$3,600.00	25	N/A	6	Active Term	Retention
414110	Family Dollar Services, Inc.	SR. 4 & I-69	Ashley	EDGE	\$1,600,000.00	0	350	N/A	Active Term	Attraction
414110	Family Dollar Services, Inc.	SR. 4 & I-69	Ashley	HBI	\$500,000.00	0	350	N/A	Active Term	Attraction
414110	Family Dollar Services, Inc.	SR. 4 & I-69	Ashley	SEF	\$200,000.00	0	350	200	Active Term	Attraction
401263	FCCI Insurance Group	12800 North Meridian St.	Carmel	SEF	\$6,793.23	86	5	76	Post Term Reporting	Expansion
341455	Federal Mogul Ignition Company	28555 Northwestern Highway	Southfield	SEF	\$24,727.97	201	35	210	Post Term Reporting	Expansion
400830	Federal Mogul Ignition Company	100 Progress Way West	Avilla	SEF	\$15,939.01	121	50	142	Post Term Reporting	Expansion
401709	Flanders Electric Motor Service, Inc.	8101 Baumgart Road	Evansville	SEF	\$105,800.00	335	16	316	Active Term	Expansion
402130	Fleetwood RV, Inc.	1031 E US Highway 224	Decatur	EDGE	\$9,000,000.00	0	805	N/A	Active Term	Attraction
402130	Fleetwood RV, Inc.	1031 E US Highway 224	Decatur	HBI	\$150,000.00	0	805	N/A	Active Term	Attraction
402130	Fleetwood RV, Inc.	1031 E US Highway 224	Decatur	SEF	\$100,000.00	0	815	120	Active Term	Attraction
414417	Flexaust Company, Inc., The	1510 Armstrong Road	Warsaw	SEF	\$15,000.00	117	25	75	Active Term	Expansion
414417	Flexaust Company, Inc., The	1510 Armstrong Road	Warsaw	HBI	\$125,000.00	117	25	N/A	Active Term	Expansion
401552	Flexaust Company, Inc., The	1510 Armstrong Road	Warsaw	SEF	\$36,792.60	133	20	118	Post Term Reporting	Expansion
412611	Flywheel Healthcare LLC	12800 North Meridian St.	Carmel	SEF	\$45,000.00	0	57	57	Active Term	Attraction
412611	Flywheel Healthcare LLC	12800 North Meridian St.	Carmel	EDGE	\$968,173.00	0	116	N/A	Active Term	Attraction
400445	Foamex LP	2211 South Wayne Street	Auburn	SEF	\$25,762.29	193	54	247	Post Term Reporting	Expansion
412361	Fogwell Manufacturing Inc.	2827 Freeman Street	Fort Wayne	SEF	\$20,400.00	17	18	30	Active Term	Expansion
401132	Ford Meter Box Company, Inc., The	775 Manchester Avenue	Wabash	SEF	\$111,000.00	552	N/A	370	Post Term Reporting	Retention
412946	Fort Recovery Industries, Inc.	710 E. 100 N	Portland	EDGE	\$275,000.00	0	40	N/A	Active Term	Attraction
400232	Four Winds International Corp	701 CR 15	Elkhart	SEF	\$47,940.00	800	140	409	Post Term Reporting	Expansion
401706	Fox Group, Inc.	1909 McDonald Lane	New Albany	SEF	\$31,191.40	106	11	100	Post Term Reporting	Expansion
400746	Franklin Electric Co., Inc.	100 Schaffer Drive	Gas City	SEF	\$17,500.00	110	30	133	Post Term Reporting	Expansion
400746	Franklin Electric Co., Inc.	100 Schaffer Drive	Gas City	HBI	\$3,110.00	134	35	N/A	Post Term Reporting	Expansion
400470	Freije Treatment Systems, Inc.	4202 N. Awning Court	Greenfield	EDGE	\$721,771.00	12	207	N/A	Active Term	Expansion
400470	Freije Treatment Systems, Inc.	4202 N. Awning Court	Greenfield	SEF	\$19,390.55	12	150	150	Post Term Reporting	Expansion
414349	FI Wayne Metals Research Prod.	2300 East Cardinal Drive	Columbia City	EDGE	\$700,000.00	0	68	N/A	Active Term	Attraction
414349	FI Wayne Metals Research Prod.	2300 East Cardinal Drive	Columbia City	SEF	\$50,000.00	0	63	28	Active Term	Attraction
400541	FI Wayne Metals Research Prod.	9609 Ardmore Avenue	Fort Wayne	SEF	\$82,783.56	342	31	263	Post Term Reporting	Expansion
412974	Fuel Systems of Angola, LLC	1501 Wohler Street	Angola	EDGE	\$750,000.00	0	140	N/A	Active Term	Attraction
412882	Fusion Alliance, Inc.	7602 Woodland Drive	Indianapolis	EDGE	\$1,500,000.00	165	107	N/A	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
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Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
412515	Fusion Alliance, Inc.	7602 Woodland Drive	Indianapolis	SEF	\$114,900.00	159	30	189	Active Term	Expansion
340842	Fusion Alliance, Inc.	7602 Woodland Drive	Indianapolis	SEF	\$70,260.84	197	41	240	Active Term	Expansion
401640	G&S Research, Inc.	9229 Delagates Row, Suite 400	Indianapolis	SEF	\$4,958.00	33	N/A	33	Post Term Reporting	Retention
401289	G3 Partners, Inc.	2833 S. Calhoun Street	H. Wayne	SEF	\$55,680.00	106	N/A	106	Post Term Reporting	Retention
401010	Garity Tool Company, Inc.	3555 S. Developers Road	Indianapolis	SEF	\$26,015.39	54	4	51	Post Term Reporting	Expansion
401861	Gartech Enterprises	3037 W. St. Rd. 256	Austlin	SEF	\$3,600.00	18	4	22	Post Term Reporting	Expansion
341370	Garland Foundry Company, Inc.	330 Grant Street	Terre Haute	SEF	\$41,500.00	107	10	117	Post Term Reporting	Expansion
400940	Gaylor, Inc.	11711 N. College Avenue	Carmel	SEF	\$104,573.38	365	50	400	Post Term Reporting	Expansion
340865	GECON Corp	1025 Barachel Lane	Greensburg	SEF	\$50,721.21	1424	50	1304	Post Term Reporting	Expansion
414277	Genco Distribution System, Inc.	2675 Reeves Road	Plainfield	EDGE	\$950,000.00	0	140	N/A	Active Term	Attraction
400424	General Cable Industries, Inc.	7950 Rockville Road	Indianapolis	SEF	\$13,164.88	84	6	81	Post Term Reporting	Expansion
401793	General Cable Industries, Inc.	440 East 8th Street	Marion	SEF	\$121,000.00	191	10	201	Active Term	Expansion
400485	General Mills Operations, LLC	707 Pillsbury Lane	New Albany	SEF	\$108,000.00	490	N/A	309	Post Term Reporting	Retention
341177	General Motors Corporation	105 GM Drive	Bedford	SEF	\$41,250.00	589	30	330	Post Term Reporting	Expansion
400543	General Motors Corporation	105 GM Drive	Bedford	SEF	\$108,322.57	3005	N/A	2860	Post Term Reporting	Retention
401809	General Motors LLC	2400 W. 2nd Street	Marion	SEF	\$222,500.00	833	50	838	Active Term	Expansion
400974	General Products Corporation	1411 Wohler Street	Angola	EDGE	\$465,182.00	65	61	N/A	Active Term	Expansion
414379	Genesis Plastics Welding, Inc.	720 East Broadway	Fortville	EDGE	\$340,000.00	73	54	N/A	Active Term	Expansion
340520	Georg Utz, Inc.	4675 Andrew Street	Columbus	EDGE	\$795,077.00	10	100	N/A	Active Term	Expansion
340520	Georg Utz, Inc.	4675 Andrew Street	Columbus	SEF	\$6,193.47	8	50	56	Post Term Reporting	Expansion
400955	Geupel Demars Hagerman, LLC	7930 Castleway Drive	Indianapolis	SEF	\$38,720.00	126	12	138	Post Term Reporting	Expansion
401375	Gibson County Quality Assurance	2524 S. Crabtree Dr.	Princeton	SEF	\$33,750.00	52	155	200	Post Term Reporting	Expansion
401429	Gilchrist & Soames, Inc.	1536 E. Naomi Street	Indianapolis	EDGE	\$175,000.00	101	40	N/A	Active Term	Expansion
401429	Gilchrist & Soames, Inc.	1536 E. Naomi Street	Indianapolis	HBI	\$14,037.00	101	40	N/A	Post Term Reporting	Expansion
414271	GKN Sinter Metals, LLC	198 S. Imperial Drive	Salem	EDGE	\$250,000.00	261	50	N/A	Active Term	Expansion
414271	GKN Sinter Metals, LLC	198 S. Imperial Drive	Salem	SEF	\$100,000.00	261	45	245	Active Term	Expansion
400314	Glenmark Industries	10000 Picco Drive	Plymouth	SEF	\$18,189.00	62	18	45	Post Term Reporting	Expansion
401181	GNSS LLC	7950 Jones Branch Drive	McLean	EDGE	\$540,110.00	0	209	N/A	Active Term	Attraction
401181	GNSS LLC	7950 Jones Branch Drive	McLean	SEF	\$17,181.75	64	145	145	Post Term Reporting	Expansion
412389	Gannett Satellite Information Networks, Inc.	7950 Jones Branch Drive	McLean	EDGE	\$175,000.00	43	100	N/A	Active Term	Expansion
400565	Golden Rule Insurance Company	7440 Woodland Drive	Indianapolis	EDGE	\$1,356,888.00	15	217	N/A	Active Term	Expansion
402070	Green Leaf, Inc.	9490 N. Baldwin Street	Fontanel	HBI	\$120,000.00	56	34	N/A	Active Term	Expansion
402070	Green Leaf, Inc.	9490 N. Baldwin Street	Fontanel	SEF	\$15,000.00	56	25	25	Active Term	Expansion
412192	Grote Industries, Inc.	2600 Lanier Drive	Madison	SEF	\$157,850.00	433	N/A	287	Active Term	Retention
412873	Grocery Supply Acquisition Corp	311 North Curry Pike	Bloomington	EDGE	\$525,000.00	0	100	N/A	Active Term	Attraction
400585	Group Dekko Holdings, Inc.	P.O. Box 2000	Kendallville	SEF	\$82,400.00	184	58	159	Post Term Reporting	Expansion
400215	Guardian Automotive Products, Inc.	601 Congress Avenue	Evansville	SEF	\$24,383.33	279	10	270	Post Term Reporting	Expansion
401558	Guardian Automotive Products, Inc.	1900 S. Center Street	Auburn	SEF	\$0.00	246	20	76	Post Term Reporting	Expansion

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414051	GuideSoft, Inc.	8275 Allison Pointe Trail	Indianapolis	EDGE	\$2,700,000.00	161	200	N/A	Active Term	Expansion
414051	GuideSoft, Inc.	8275 Allison Pointe Trail	Indianapolis	SEF	\$25,000.00	161	200	153	Active Term	Expansion
401397	GyanSys, Inc.	3535 East 96th Street	Indianapolis	SEF	\$12,218.46	11	19	30	Post Term Reporting	Expansion
401397	GyanSys, Inc.	3535 East 96th Street	Indianapolis	EDGE	\$2,107,549.52	15	139	N/A	Active Term	Expansion
401868	Halo, LLC	9820 Association Court	Indianapolis	SEF	\$46,500.00	99	17	76	Active Term	Expansion
413073	Harkan Bakeries, Inc.	7597 E. US Hwy 36	Avon	HBI	\$225,000.00	314	30	N/A	Active Term	Expansion
401513	Hartford City Paper, LLC	501 South Spring Street	Hartford City	SEF	\$35,500.00	92	N/A	71	Post Term Reporting	Retention
402113	Haynes International, Inc.	1020 W. Park Ave	Kokomo	SEF	\$97,000.00	664	7	205	Active Term	Expansion
412496	Hearland Aluminum, Inc.	706 E. 9th Street	Warren	SEF	\$7,350.00	18	12	15	Active Term	Expansion
400312	Hearland Payment Systems, Inc.	One Heartland Way	Jeffersonville	SEF	\$78,160.19	490	75	392	Post Term Reporting	Expansion
414361	Hearland Payment Systems, Inc.	One Heartland Way	Jeffersonville	EDGE	\$1,000,000.00	482	140	N/A	Active Term	Expansion
414361	Hearland Payment Systems, Inc.	One Heartland Way	Jeffersonville	SEF	\$200,000.00	482	140	574	Active Term	Expansion
400210	Heidman Steel Products, Inc.	6118 County Road 42	Butler	SEF	\$35,928.00	203	18	68	Post Term Reporting	Expansion
401862	HELP Logistics, Inc.	2701 Enterprise Drive, Suite 232	Anderson	SEF	\$2,000.00	6	7	13	Active Term	Expansion
400334	Heraeus Electro-Nile Company	1025 Industrial Parkway	Peru	SEF	\$17,382.96	110	7	117	Post Term Reporting	Expansion
400305	Heritage PZO Capital, LLC	1550 Research Way	Indianapolis	EDGE	\$200,000.00	0	45	N/A	Active Term	Attraction
414336	Heritage Technologies, LLC	1550 Research Way	Indianapolis	HBI	\$400,000.00	72	44	N/A	Active Term	Expansion
412315	Heritage-Crystal Clean, LLC	3970 W. 10th Street	Indianapolis	HBI	\$250,000.00	40	75	N/A	Active Term	Expansion
412315	Heritage-Crystal Clean, LLC	3970 W. 10th Street	Indianapolis	EDGE	\$284,205.00	40	75	N/A	Active Term	Expansion
401583	Hill's Pet Nutrition Indiana, Inc.	2325 Union Pike	Richmond	SEF	\$61,000.00	228	N/A	181	Active Term	Retention
401650	Holzmeyer Die & Mold Mfg Corporation	333 South 2nd Ave	Princeton	SEF	\$2,100.00	23	N/A	6	Post Term Reporting	Retention
400530	Horton, Inc.	201 W. Carmel Drive	Carmel	SEF	\$22,956.17	126	5	131	Post Term Reporting	Expansion
400773	I/N Kote LP	30755 Edison Road	New Carlisle	SEF	\$100,000.00	257	N/A	208	Active Term	Retention
400218	Ice River Springs Kentland, LLC	306 E. Ballie Street	Kentland	EDGE	\$150,000.00	0	56	N/A	Active Term	Attraction
400218	Ice River Springs Kentland, LLC	306 E. Ballie Street	Kentland	HBI	\$220,000.00	0	56	N/A	Post Term Reporting	Attraction
402082	Icon Exhibits LLC	8333 Clinton Park Drive	Fort Wayne	SEF	\$40,000.00	30	42	88	Active Term	Expansion
402082	Icon Exhibits LLC	8333 Clinton Park Drive	Fort Wayne	EDGE	\$485,000.00	30	58	N/A	Active Term	Expansion
400281	Illinois Tool Works, Inc.	2720 Marion Dr.	Kendallville	SEF	\$10,625.00	65	73	130	Post Term Reporting	Expansion
400281	Illinois Tool Works, Inc.	2720 Marion Dr.	Kendallville	EDGE	\$250,000.00	65	83	N/A	Active Term	Expansion
400941	Indiana Farmers Mutual Insurance Co.	10 W. 106th Street	Indianapolis	SEF	\$48,000.00	195	N/A	160	Post Term Reporting	Retention
401063	Indiana Farmers Mutual Insurance Co.	10 W. 106th Street	Indianapolis	INSPIRE	\$5,844.37	195	N/A	95	Post Term Reporting	Expansion
412782	In Touch Pharmaceuticals, Inc.	3000 Murvhill Road	Valparaiso	EDGE	\$800,000.00	43	90	N/A	Active Term	Expansion
414239	Indecon Solutions, LLC	6550 E. 30th Street	Indianapolis	EDGE	\$300,000.00	80	30	N/A	Active Term	Expansion
412416	Indiana Oxygen Company Inc.	6099 W. Corporate Way	Indianapolis	SEF	\$63,000.00	90	10	100	Active Term	Expansion
400681	Indiana Steel & Tube	848 W. Sweet Street	Brownstown	SEF	\$56,250.00	0	110	110	Post Term Reporting	Attraction
412730	Indiana Ticket Company, Inc.	9610 N State Road 67	Muncie	SEF	\$25,000.00	74	4	58	Active Term	Expansion
412500	Indianapolis GEMMS, LLC	201 West 103rd Street, Suite 140	Indianapolis	EDGE	\$979,785.00	39	69	N/A	Active Term	Expansion
412500	Indianapolis GEMMS, LLC	201 West 103rd Street, Suite 140	Indianapolis	SEF	\$52,000.00	39	25	64	Active Term	Expansion

FOOD AND INCENTIVES AND COMPLIANCE REPORT
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Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
400554	Industrial Dielectrics, Inc.	407 South 7th Street	Noblesville	SEF	\$38,383.64	172	10	161	Post Term Reporting	Expansion
412405	Industrial Steering Products, Inc.	7790 South Homestead Drive	Hamilton	EDGE	\$470,952.00	0	111	N/A	Active Term	Attraction
412405	Industrial Steering Products, Inc.	7790 South Homestead Drive	Hamilton	HBI	\$10,646.00	0	111	N/A	Active Term	Attraction
412405	Industrial Steering Products, Inc.	7790 South Homestead Drive	Hamilton	SEF	\$50,000.00	0	111	60	Active Term	Attraction
401003	Ingersoll-Rand Company	2720 Tobey Drive	Indianapolis	EDGE	\$62,999.68	568	40	N/A	Active Term	Expansion
401003	Ingersoll-Rand Company	2720 Tobey Drive	Indianapolis	HBI	\$52,795.00	568	40	N/A	Post Term Reporting	Expansion
401568	Instru-medical Technologies, Inc.	727 N. Detroit Street	Warsaw	SEF	\$43,500.00	55	16	55	Active Term	Expansion
401370	Interactive Digital Solutions Inc.	Suite 400 14701 Cumberland Rd.	Noblesville	SEF	\$10,692.25	37	14	42	Post Term Reporting	Expansion
402075	Interactive Intelligence, Inc.	7601 Interactive Way	Indianapolis	SEF	\$200,000.00	388	100	488	Active Term	Expansion
401320	Intercambio Express, Inc.	426 N. Main Street	Elkhart	EDGE	\$132,968.31	19	51	N/A	Active Term	Expansion
401808	International Medical Group, Inc.	2960 North Meridian Street	Indianapolis	SEF	\$25,000.00	222	N/A	222	Post Term Reporting	Retention
401563	Int'l Vending Management, Inc.	9901 East 30th Street	Indianapolis	TECH	\$2,500.00	N/A	N/A	14	Post Term Reporting	Expansion
401936	Inwood Office Furniture, Inc.	1108 E. 15th Street	Jasper	SEF	\$52,000.00	148	N/A	148	Active Term	Retention
400963	IPACT, Inc.	260 South Campbell St.	Valparaiso	SEF	\$9,450.00	26	6	18	Post Term Reporting	Expansion
400963	IPACT, Inc.	260 South Campbell St.	Valparaiso	EDGE	\$83,433.35	24	9	N/A	Active Term	Expansion
401192	ITT Corporation	300 Highway 361, Bldg. #34	Crane	EDGE	\$1,313,389.00	2	180	N/A	Active Term	Expansion
401192	ITT Corporation	300 Highway 361, Bldg. #34	Crane	SEF	\$50,000.00	2	147	125	Active Term	Expansion
401392	Iwis Drive Systems, LLC	8266 Zionsville Road, Bldg 100	Indianapolis	EDGE	\$179,517.00	14	36	N/A	Active Term	Expansion
401392	Iwis Drive Systems, LLC	8266 Zionsville Road, Bldg 100	Indianapolis	SEF	\$7,715.55	14	31	35	Post Term Reporting	Expansion
400859	J.D. Byrider Systems, Incorporated	12802 Hamilton Crossing Blvd.	Carmel	SEF	\$48,000.00	310	15	207	Post Term Reporting	Expansion
412318	J G Bowers, Inc.	1001 East 38th Street	Marion	SEF	\$24,000.00	12	18	30	Active Term	Expansion
401523	J.M. Hutton & Company Inc.	1501 So. 8th Street	Richmond	SEF	\$15,000.00	94	N/A	37	Active Term	Retention
401371	Jackson Press, Inc.	5804 Churchman By Pass	Indianapolis	SEF	\$2,937.50	62	2	62	Post Term Reporting	Expansion
401034	Jason Incorporated	2350 Salisbury Road	Richmond	SEF	\$20,000.00	109	10	119	Post Term Reporting	Expansion
401497	Jason Incorporated	2350 Salisbury Road	Richmond	EDGE	\$170,000.00	87	48	N/A	Active Term	Expansion
401497	Jason Incorporated	2350 Salisbury Road	Richmond	HBI	\$55,000.00	87	48	N/A	Active Term	Expansion
401497	Jason Incorporated	2350 Salisbury Road	Richmond	SEF	\$25,000.00	87	48	48	Active Term	Expansion
413024	Jaeger - Unitek Sealing Solutions, Inc.	315 Brighton Street	LaPorte	EDGE	\$250,000.00	37	39	N/A	Active Term	Expansion
413024	Jaeger - Unitek Sealing Solutions, Inc.	315 Brighton Street	LaPorte	SEF	\$20,000.00	37	39	39	Active Term	Expansion
412172	Jasper Engines - Leavenworth	815 Wernsing Road	Jasper	EDGE	\$125,000.00	250	25	N/A	Active Term	Expansion
402091	Jasper Engines - Jasper	815 Wernsing Road	Jasper	EDGE	\$85,000.00	678	40	N/A	Active Term	Expansion
401693	Jasper Engines & Trans. Exchange, Inc.	815 Wernsing Road	Jasper	SEF	\$152,500.00	720	N/A	435	Active Term	Retention
401692	Jasper Engines & Trans. Exchange, Inc.	6400 E. Industrial Lane	Leavenworth	SEF	\$55,000.00	260	N/A	216	Active Term	Retention
402090	Jasper Innovative Solutions, Inc.	6400 E. Industrial Lane	Leavenworth	SEF	\$7,000.00	5	5	10	Active Term	Expansion
400577	Jasper Rubber Products, Incorporated	1011 First Avenue	Jasper	SEF	\$48,125.00	675	15	690	Post Term Reporting	Expansion
414249	Jasper Sealing Company, Inc.	435 Virginia St.	Ferdinand	EDGE	\$80,000.00	10	18	N/A	Active Term	Expansion
400623	Joyce/Dayton Corp	1621 North Meridian Street	Portland	SEF	\$5,000.00	76	9	34	Post Term Reporting	Expansion
400623	Joyce/Dayton Corp	1621 North Meridian Street	Portland	HBI	\$44,752.00	76	18	N/A	Post Term Reporting	Expansion

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400785	Just Marketing, Inc.	10960 Bennett Parkway	Zionsville	EDGE	\$134,948.00	79	47	N/A	Active Term	Expansion
412840	Just Packaging Indianapolis, Inc.	3131 North Franklin Road	Indianapolis	EDGE	\$96,772.00	0	30	N/A	Active Term	Attraction
412840	Just Packaging Indianapolis, Inc.	3131 North Franklin Road	Indianapolis	HBI	\$60,000.00	0	30	N/A	Active Term	Attraction
414136	K-CoPACK LLC	P.O. Box 15014	Fort Wayne	EDGE	\$125,000.00	0	35	N/A	Active Term	Attraction
400967	Kem Krest Corporation	2040 Toledo Road	Elkhart	EDGE	\$123,709.00	50	53	N/A	Active Term	Expansion
400967	Kem Krest Corporation	2040 Toledo Road	Elkhart	SEF	\$50,000.00	57	42	99	Active Term	Expansion
400804	Kenco Logistics Services	3101 Hwy 62 East	Mt. Vernon	SEF	\$9,125.00	148	N/A	147	Post Term Reporting	Retention
401622	Kendon Corporation	3904 S. Hoyt Avenue	Muncie	SEF	\$6,800.00	27	N/A	19	Post Term Reporting	Retention
414157	Kentuckiana Trading LLC	555 East Water Street	Borden	EDGE	\$100,000.00	0	15	N/A	Active Term	Attraction
414385	Key Electronics, Inc.	2533 Centennial Boulevard	Jeffersonville	SEF	\$75,000.00	137	60	30	Active Term	Expansion
402017	Keystone Automotive Industries, Inc	849 Whitaker Road	Plainfield	SEF	\$70,000.00	26	70	70	Active Term	Expansion
402017	Keystone Automotive Industries, Inc	849 Whitaker Road	Plainfield	HBI	\$135,000.00	26	19	N/A	Active Term	Expansion
401395	KIHM Metal Technologies, Inc.	3021 East State Road 42	Brazil	SEF	\$1,526.49	16	33	49	Post Term Reporting	Expansion
401316	King Industrial Corporation	105 S. O'Brien Street	Seymour	SEF	\$3,120.44	47	N/A	36	Post Term Reporting	Retention
400999	K-K Tool and Design, Inc.	50 Countryside Drive	Markle	SEF	\$1,012.50	21	4	13	Post Term Reporting	Expansion
401138	KN Platech America Corporation	1755 McCall Drive	Shelbyville	HBI	\$335,000.00	0	88	N/A	Active Term	Attraction
401138	KN Platech America Corporation	1755 McCall Drive	Shelbyville	EDGE	\$150,000.00	0	88	N/A	Active Term	Attraction
401872	Koester Metals, Inc.	301 West Walter Street	Fremont	EDGE	\$185,000.00	0	34	N/A	Active Term	Attraction
401872	Koester Metals, Inc.	301 West Walter Street	Fremont	SEF	\$25,000.00	0	10	10	Active Term	Attraction
400217	Koetter & Smith Inc.	8991 Louis Smith Road	Bordan	SEF	\$60,500.00	58	28	60	Active Term	Expansion
400217	Koetter & Smith Inc.	8991 Louis Smith Road	Bordan	EDGE	\$335,577.00	60	59	N/A	Active Term	Expansion
400217	Koetter & Smith Inc.	8991 Louis Smith Road	Bordan	HBI	\$115,000.00	60	59	N/A	Active Term	Expansion
401921	Kraft Foods Global, Inc.	151 W. Ohio Street	Kendallville	SEF	\$75,500.00	354	N/A	302	Active Term	Retention
400556	Kroger Limited Partnership II	1111 South Adams Street	Bluffton	SEF	\$186,000.00	1100	8	949	Post Term Reporting	Expansion
341033	KVK U.S. Technologies, Inc.	1016 S. 25th Street	New Castle	EDGE	\$82,000.00	0	25	N/A	Active Term	Attraction
401740	L & D Mail Masters, Inc.	110 Security Parkway	New Albany	SEF	\$47,500.00	100	24	111	Post Term Reporting	Expansion
341318	L.H. Carbide Corporation	4420 Clubview Drive	Fort Wayne	SEF	\$16,436.58	207	28	192	Post Term Reporting	Expansion
401954	L.L. Low Associates	210 N. Ironwood	South Bend	TECH	\$1,500.00	N/A	N/A	6	Post Term Reporting	Expansion
400651	LaCrosse Footwear, Inc.	5352 Performance Way	Whitestown	EDGE	\$134,586.00	0	30	N/A	Active Term	Attraction
400651	LaCrosse Footwear, Inc.	5352 Performance Way	Whitestown	HBI	\$26,124.00	0	30	N/A	Post Term Reporting	Attraction
400627	Laidig, Inc.	14535 Dagoon Trail	Mishawaka	EDGE	\$38,247.00	57	36	N/A	Active Term	Expansion
400627	Laidig, Inc.	14535 Dagoon Trail	Mishawaka	SEF	\$50,000.00	60	33	68	Active Term	Expansion
400627	Laidig Systems, Inc.	14535 Dagoon Trail	Mishawaka	EDGE	\$180,490.00	28	9	N/A	Active Term	Expansion
401596	Lake Copper Conductors LLC	529 Thomas Drive	Bensenville	EDGE	\$93,103.00	0	21	N/A	Active Term	Attraction
401596	Lake Copper Conductors LLC	529 Thomas Drive	Bensenville	HBI	\$53,788.00	0	21	N/A	Post Term Reporting	Attraction
412727	Lear Operations Corporation	1401 165th Street	Hammond	EDGE	\$1,680,572.00	158	286	N/A	Active Term	Expansion
412727	Lear Operations Corporation	1401 165th Street	Hammond	HBI	\$45,000.00	158	286	N/A	Active Term	Expansion
412727	Lear Operations Corporation	1401 165th Street	Hammond	SEF	\$57,000.00	158	286	405	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
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Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401789	Lehigh Cement Company	108 N. Meridian Road	Mitchell	SEF	\$20,000.00	132	N/A	45	Active Term	Retention
401746	LHP Software LLC	1888 Poshard Drive	Columbus	SEF	\$31,800.00	119	16	62	Active Term	Expansion
400513	LHP, Inc	1888 Poshard Dr.	Columbus	EDGE	\$1,281,288.85	114	325	N/A	Active Term	Expansion
412229	Liberty Mutual Group Inc.	11611 N. Meridian Street	Carmel	SEF	\$50,000.00	1497	N/A	749	Post Term Reporting	Retention
412437	Liberty Mutual Group Inc.	100 Lincoln Way West	Mishawaka	SEF	\$50,000.00	559	N/A	280	Post Term Reporting	Retention
400630	Lift-A-Loft Corporation	9501 S. Center Road	Muncie	SEF	\$4,725.00	51	2	30	Post Term Reporting	Expansion
412182	Lippert Components Manufacturing, Inc	2703 College Avenue	Goshen	SEF	\$280,000.00	543	225	1261	Active Term	Expansion
412182	Lippert Components Manufacturing, Inc.	2703 College Avenue	Goshen	EDGE	\$265,000.00	543	225	N/A	Active Term	Expansion
413045	Lin'N Life Corp.	1025 E. Waterford	Wakarusa	EDGE	\$140,169.00	34	25	N/A	Active Term	Expansion
341337	Logikos, Incorporated	2914 Independence Drive	Fort Wayne	SEF	\$12,424.73	63	30	87	Post Term Reporting	Expansion
341337	Logikos, Incorporated	2914 Independence Drive	Fort Wayne	EDGE	\$193,353.68	61	35	N/A	Active Term	Expansion
401587	M & M Beverages, LLC	5337 W. 78th Street	Indianapolis	SEF	\$37,400.00	462	20	320	Post Term Reporting	Expansion
401185	M D Logistics, Inc.	1301 Perry Road	Plainfield	SEF	\$6,250.00	108	45	156	Post Term Reporting	Expansion
401185	M D Logistics, Inc.	1301 Perry Road	Plainfield	EDGE	\$306,938.00	108	75	N/A	Active Term	Expansion
401288	M.A. Metal Co., Inc.	216 N. Main Street	Endinburgh	SEF	\$11,756.15	44	12	42	Post Term Reporting	Expansion
401769	M.D. Moxie, LLC	5966 East Concrete Drive	Kendallville	SEF	\$8,000.00	5	14	22	Active Term	Expansion
401769	M.D. Moxie, LLC	5966 East Concrete Drive	Kendallville	EDGE	\$70,000.00	15	14	N/A	Active Term	Expansion
400607	Mac Machine & Metal Works, Inc.	100 North Grand Avenue	Connersville	SEF	\$14,190.76	38	3	41	Post Term Reporting	Expansion
400966	MacAllister Machinery Co Inc	7515 East 30th Street	Indianapolis	SEF	\$98,055.17	704	66	378	Post Term Reporting	Expansion
341275	Madison Tool & Die, Inc.	1155 Cliffy Drive	Madison	SEF	\$6,750.00	62	38	70	Post Term Reporting	Expansion
401744	Maingate, Inc.	7900 Rockville Road	Indianapolis	SEF	\$17,810.92	140	30	162	Post Term Reporting	Expansion
401744	Maingate, Inc.	7900 Rockville Road	Indianapolis	EDGE	\$275,000.00	147	75	N/A	Active Term	Expansion
402085	Madras Packaging, LLC	300 Dewey Street	Argos	SEF	\$39,000.00	75	22	49	Active Term	Expansion
402085	Madras Packaging, LLC	300 Dewey Street	Argos	HBI	\$165,000.00	80	34	N/A	Active Term	Expansion
412788	Magna Powertrain of America, Inc	1400 West Fuson Road	Muncie	EDGE	\$275,000.00	159	47	N/A	Active Term	Expansion
412788	Magna Powertrain of America, Inc	1400 West Fuson Road	Muncie	SEF	\$40,000.00	159	47	202	Active Term	Expansion
341220	Major Tool & Machine, Inc.	1458 East 19th Street	Indianapolis	HBI	\$380,000.00	271	53	N/A	Post Term Reporting	Expansion
341220	Major Tool & Machine, Inc.	1458 East 19th Street	Indianapolis	SEF	\$200,000.00	267	53	320	Post Term Reporting	Expansion
341220	Major Tool & Machine, Inc.	1458 East 19th Street	Indianapolis	EDGE	\$136,140.67	271	53	N/A	Active Term	Expansion
400456	Marine Builders Inc	208 W Church Street	Utica	SEF	\$35,948.98	42	83	125	Post Term Reporting	Expansion
400872	Marion Tool & Die, Inc.	1126 West National Avenue	West Terre Haute	HBI	\$168,000.00	43	46	N/A	Post Term Reporting	Expansion
401505	MarketSphere consulting, LLC	1111 Monument Circle	Indianapolis	TECH	\$1,687.50	N/A	N/A	10	Post Term Reporting	Expansion
402109	Marsh Supermarkets, LLC	333 South Franklin Road	Indianapolis	SEF	\$14,750.00	270	N/A	59	Active Term	Retention
400634	Martinrea Industries, Inc.	505 Industrial Drive	North Vernon	SEF	\$12,500.00	155	15	135	Post Term Reporting	Expansion
412203	Maxim Medical Services, Inc.	12632 US HWY 33 N.	Churubusco	EDGE	\$172,657.00	22	51	N/A	Active Term	Expansion
401602	Mays Chemical Company, Inc.	5611 East 71st Street	Indianapolis	SEF	\$36,972.46	118	8	98	Post Term Reporting	Expansion
412966	McCormick & Company Incorporated	3425 West Lathrop Drive	South Bend	HBI	\$100,000.00	114	10	N/A	Active Term	Expansion
414442	McCormick & Company Incorporated	3425 West Lathrop Drive	South Bend	EDGE	\$100,000.00	124	14	N/A	Active Term	Expansion

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414442	McCormick & Company Incorporated	3425 West Lathrop Drive	South Bend	SEF	\$20,000.00	124	14	26	Active Term	Expansion
413025	McGill Manufacturing Company, Inc.	705 N. Sixth Street	Monticello	EDGE	\$375,000.00	211	63	N/A	Active Term	Expansion
402026	Mead Johnson & Company, LLC	2400 West Lloyd Expressway	Evansville	EDGE-R	\$400,000.00	813	35	N/A	Active Term	Retention
402026	Mead Johnson & Company, LLC	2400 West Lloyd Expressway	Evansville	HBI	\$2,850,000.00	813	35	N/A	Active Term	Expansion
341222	Medco Health Solutions, Inc.	4750 East S.R. 450 South	Whitestown	HBI	\$11,850,000.00	0	1306	N/A	Post Term Reporting	Attraction
341222	Medco Health Solutions, Inc.	4750 East S.R. 450 South	Whitestown	EDGE	\$6,400,000.00	0	1306	N/A	Active Term	Attraction
414014	Med-1 Solutions, LLC	517 US 31 North	Greenwood	EDGE	\$472,972.00	90	53	N/A	Active Term	Expansion
401283	MedVenture Technology Corporation	2301 Centennial Boulevard	Jeffersonville	SEF	\$98,900.00	225	72	216	Post Term Reporting	Expansion
401811	Metal Technologies Auburn, LLC	1401 S. Grandstaff Drive	Auburn	EDGE	\$135,000.00	142	32	N/A	Active Term	Expansion
401811	Metal Technologies Auburn, LLC	1401 S. Grandstaff Drive	Auburn	HBI	\$43,500.00	123	32	N/A	Active Term	Expansion
401629	Metal Technologies, Inc.	Box 368 East State Road 54	Bloomfield	SEF	\$41,600.00	49	11	52	Active Term	Expansion
401901	Metalayne M&A Bluffton, LLC	131 West Harvest Road	Bluffton	SEF	\$25,000.00	198	62	171	Post Term Reporting	Expansion
401901	Metalayne M&A Bluffton, LLC	131 West Harvest Road	Bluffton	EDGE	\$500,000.00	198	62	N/A	Active Term	Expansion
401474	Metro Plastics Technologies, Inc.	9175 East 146th Street	Noblesville	SEF	\$14,919.47	32	6	38	Post Term Reporting	Expansion
400695	Miasa Automotive	2101 South West Street	Yorktown	EDGE	\$246,962.20	13	57	N/A	Active Term	Expansion
400695	Miasa Automotive	2101 South West Street	Yorktown	HBI	\$9,427.00	13	57	N/A	Post Term Reporting	Expansion
400398	Michelin North America, Inc.	18906 U.S. Highway 24 East	Woodburn	HBI	\$265,000.00	1142	60	N/A	Post Term Reporting	Expansion
400398	Michelin North America, Inc.	18906 U.S. Highway 24 East	Woodburn	EDGE	\$407,033.80	1142	60	N/A	Active Term	Expansion
400505	Micropulse, Inc.	5865 East State Road 14	Columbia City	SEF	\$17,883.77	144	100	205	Post Term Reporting	Expansion
400632	Mid-City Supply Co., Inc.	940 Industrial Parkway	Elkhart	SEF	\$4,598.53	45	2	19	Post Term Reporting	Expansion
400588	Mid-State Tool & Machine, Inc.	2220 Patterson Street	Decatur	SEF	\$7,179.98	24	4	26	Post Term Reporting	Expansion
401380	Midwest ISO, Inc.	701 City Center Drive	Carmel	SEF	\$219,500.00	650	39	689	Post Term Reporting	Expansion
401380	Midwest ISO, Inc.	701 City Center Drive	Carmel	EDGE	\$1,080,589.00	620	69	N/A	Active Term	Expansion
414376	Midwest Mole Inc.	2460 North Graham Avenue	Indianapolis	HBI	\$50,000.00	52	5	N/A	Active Term	Expansion
401888	Miller Consulting Group, Inc.	5293 Lakeview Pkwy South Dr	Indianapolis	EDGE	\$2,437,971.00	48	234	N/A	Active Term	Expansion
401888	Miller Consulting Group, Inc.	5293 Lakeview Pkwy South Dr	Indianapolis	SEF	\$120,000.00	48	157	206	Active Term	Expansion
402014	Mirvec Film, Inc.	601 Liberty Drive	Bloomington	SEF	\$12,000.00	31	N/A	22	Active Term	Retention
340389	Mittal Steel USA Inc.	3210 Watling Street	East Chicago	SEF	\$200,000.00	3814	N/A	1614	Post Term Reporting	Retention
414289	MMY Consulting, Inc.	5750 Castle Creek Parkway	Indianapolis	EDGE	\$1,000,000.00	29	60	N/A	Active Term	Expansion
413075	Mobi Wireless Management, LLC	6100 W. 96th Street	Zionsville	EDGE	\$2,868,680.00	18	253	N/A	Active Term	Expansion
413075	Mobi Wireless Management, LLC	6100 W. 96th Street	Zionsville	SEF	\$100,000.00	18	132	53	Active Term	Expansion
412897	Modern Door Corporation	1300 Virginia Street	Walkerton	EDGE	\$45,000.00	95	20	N/A	Active Term	Expansion
400360	Molded Acoustical Products of Easton, Inc.	13065 Anderson Road	Granger	SEF	\$42,000.00	69	58	152	Active Term	Expansion
400360	Molded Acoustical Products of Easton, Inc.	13065 Anderson Road	Granger	EDGE	\$135,000.00	69	58	N/A	Active Term	Expansion
400360	Molded Acoustical Products of Easton, Inc.	13065 Anderson Road	Granger	HBI	\$70,000.00	69	58	N/A	Active Term	Expansion
401331	Monarch Beverage Co., Inc.	3737 Waldemere Avenue	Indianapolis	SEF	\$100,000.00	530	N/A	395	Post Term Reporting	Retention
401826	Monogram Comfort Foods, LLC	2100 East Willard Street	Muncie	SEF	\$36,000.00	27	54	63	Active Term	Expansion

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401826	Monogram Comfort Foods, LLC	2100 East Willard Street	Muncie	EDGE	\$113,482.00	27	54	N/A	Active Term	Expansion
401826	Monogram Comfort Foods, LLC	2100 East Willard Street	Muncie	HBI	\$100,000.00	27	54	N/A	Active Term	Expansion
414203	MonoSol, LLC	707 E 80th Place	Merrillville	EDGE	\$1,000,000.00	57	98	N/A	Active Term	Expansion
412662	MonoSol, LLC	1609 Genesis Drive	LaPorte	EDGE	\$117,817.00	29	11	N/A	Active Term	Expansion
414342	Montrou Tool & Machine, Inc.	655 Montrou Industrial Pkwy	North Vernon	EDGE	\$175,000.00	19	24	41	Active Term	Expansion
414342	Montrou Tool & Machine, Inc.	655 Montrou Industrial Pkwy	North Vernon	SEF	\$100,000.00	19	30	97	Active Term	Expansion
414317	Monument Chemicals, Inc.	6325 Digital Way	Indianapolis	EDGE	\$250,000.00	0	16	N/A	Active Term	Attraction
401076	Morgan Foods, Inc.	90 West Morgan Street	Austin	SEF	\$194,727.25	537	12	426	Post Term Reporting	Expansion
401076	Morgan Foods, Inc.	90 West Morgan Street	Austin	EDGE	\$120,728.00	531	20	N/A	Active Term	Expansion
401076	Morgan Foods, Inc.	90 West Morgan Street	Austin	HBI	\$80,000.00	531	20	N/A	Post Term Reporting	Expansion
402156	Morris Manufacturing and Sales Corp.	1015 East Mechanic St.	Brazil	EDGE	\$150,000.00	117	82	N/A	Active Term	Expansion
402156	Morris Manufacturing and Sales Corp.	1015 East Mechanic St.	Brazil	SEF	\$20,000.00	117	82	173	Active Term	Expansion
402156	Morris Manufacturing and Sales Corp.	1015 East Mechanic St.	Brazil	HBI	\$100,000.00	117	82	N/A	Active Term	Expansion
401456	Motion Control Industries, Inc.	1031 East Hillside Drive	Bloomington	SEF	\$87,550.00	206	8	214	Post Term Reporting	Expansion
401986	Motionwear, LLC	1315 Sunday Drive	Indianapolis	SEF	\$4,000.00	146	15	15	Active Term	Expansion
400404	M-Tec Corporation	701 Collins Rd.	Elkhart	SEF	\$6,517.73	37	32	41	Post Term Reporting	Expansion
400404	M-Tec Corporation	701 Collins Rd.	Elkhart	EDGE	\$111,513.00	13	40	N/A	Active Term	Expansion
400591	Muhlen Sohn Inc.	4640 Dr. Martin Luther King Jr. Blvd	Anderson	SEF	\$7,000.00	8	33	35	Post Term Reporting	Expansion
412534	Muncie Novelty Company Inc.	9610 North State Road 67	Muncie	SEF	\$17,000.00	103	3	40	Active Term	Expansion
412331	Muncie Power Products	201 E. Jackson Street	Muncie	SEF	\$46,500.00	103	N/A	103	Active Term	Retention
401442	Mursix Corporation	4620 West Bethel Avenue	Muncie	SEF	\$24,401.56	148	9	111	Post Term Reporting	Expansion
401928	MWI Veterinary Supply, Co.	3990 Perry Road	Whitestown	SEF	\$22,500.00	7	30	37	Active Term	Expansion
401928	MWI Veterinary Supply, Co.	3990 Perry Road	Whitestown	EDGE	\$150,000.00	7	30	N/A	Active Term	Expansion
401928	MWI Veterinary Supply, Co.	3990 Perry Road	Whitestown	HBI	\$50,000.00	7	30	N/A	Active Term	Expansion
412316	Nachi America Inc.	715 Pushville Road	Greenwood	EDGE	\$420,000.00	24	43	26	Active Term	Expansion
412316	Nachi America Inc.	715 Pushville Road	Greenwood	SEF	\$20,000.00	24	37	26	Active Term	Expansion
400666	National Wine & Spirits Corporation	700 West Morris Street	Indianapolis	SEF	\$16,375.00	560	23	523	Post Term Reporting	Expansion
401001	Nestle USA, Inc.	4301 West 73rd Street	Anderson	EDGE	\$900,000.00	356	77	N/A	Active Term	Expansion
341094	Nestle Waters North America Inc	900 Commerce Pkwy West Dr.	Greenwood	HBI	\$275,000.00	0	64	N/A	Post Term Reporting	Attraction
341094	Nestle Waters North America Inc	900 Commerce Pkwy West Dr	Greenwood	EDGE	\$573,217.00	0	64	N/A	Active Term	Attraction
401747	Neudecker Manufacturing, LTD	2230 E. S.R. 32	Winchester	SEF	\$14,400.00	11	7	18	Active Term	Expansion
401989	New Albanian Bank Street Brewery	415 Bank Street	New Albany	SEF	\$10,000.00	2	11	11	Active Term	Expansion
400644	New Horizons Baking Company, Inc.	700 W. Water Street	Fremont	EDGE	\$80,000.00	69	19	N/A	Active Term	Expansion
340185	New Horizons Baking Company, Inc.	700 W. Water Street	Fremont	SEF	\$7,714.60	80	7	35	Post Term Reporting	Expansion
414233	New Prime, Inc.	County Road 450 N	Decatur	EDGE	\$400,000.00	0	49	N/A	Active Term	Attraction
402095	Nexgen Mold & Tool, Inc.	4300 Security Parkway	New Albany	SEF	\$23,200.00	26	9	35	Active Term	Expansion
414129	Nexus Valve, Inc.	8804 Bash Street	Indianapolis	HBI	\$200,000.00	43	21	N/A	Active Term	Expansion
401857	Niagara Bottling, LLC	1250 Whitaker Road	Plainfield	EDGE	\$248,338.00	0	37	N/A	Active Term	Attraction
401857	Niagara Bottling, LLC	1250 Whitaker Road	Plainfield	HBI	\$60,000.00	0	37	N/A	Active Term	Attraction

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401857	Niagara Bottling, LLC	1250 Whitaker Road	Plainfield	SEF	\$48,500.00	0	37	37	Active Term	Attraction
401332	Noble Industries, Inc.	3333 E. Conner St.	Noblesville	SEF	\$5,610.00	52	13	65	Post Term Reporting	Expansion
400402	Norstam Veneers	2990 Overlook Drive	Mauckport	SEF	\$16,140.00	55	24	36	Post Term Reporting	Expansion
401114	North American Van Lines, Inc.	5001 US Highway 30 West	Fort Wayne	BDLF	\$2,400,000.00	400	240	N/A	Active Term	Expansion
401109	Northwest Radiology Network, PC	5901 Technology Center Drive	Indianapolis	SEF	\$45,775.00	154	4	120	Post Term Reporting	Expansion
341448	Novae Corp.	643 W. Ellsworth Street	Columbia City	EDGE	\$227,571.00	65	105	N/A	Active Term	Expansion
341448	Novae Corp.	643 W. Ellsworth Street	Columbia City	SEF	\$38,139.04	60	78	119	Post Term Reporting	Expansion
412781	Novae Corp.	11870 N 650 E	North Manchester	EDGE	\$539,118.00	28	85	N/A	Active Term	Expansion
413072	Novae Corp.	643 W. Ellsworth Street	Columbia City	EDGE	\$100,000.00	7	20	N/A	Active Term	Expansion
341129	NSK Corporation	1112 E. Kitchel Road	Liberty	SEF	\$95,000.00	209	N/A	176	Post Term Reporting	Retention
401492	NTK Precision Axle Corporation	741 South County Road 200 West	Frankfort	SEF	\$60,000.00	195	25	220	Post Term Reporting	Expansion
412399	Nucor Corporation	2100 Rexford Road	Charlotte	SEF	\$105,400.00	292	8	300	Active Term	Expansion
412295	O & K American Corp.	1625 Bateman Drive	Seymour	EDGE	\$230,000.00	0	28	N/A	Active Term	Attraction
412295	O & K American Corp.	1625 Bateman Drive	Seymour	SEF	\$20,000.00	0	24	24	Active Term	Attraction
401533	Oasis Lifestyle, LLC	18903 Lincoln Highway W	Plymouth	EDGE	\$320,000.00	0	96	N/A	Active Term	Attraction
401533	Oasis Lifestyle, LLC	18903 Lincoln Highway W	Plymouth	HBI	\$60,000.00	0	96	N/A	Active Term	Attraction
401533	Oasis Lifestyle, LLC	18903 Lincoln Highway W	Plymouth	SEF	\$52,000.00	0	96	96	Active Term	Attraction
414073	Odor Management, Inc.	1300 Barbour Way	Rising Sun	EDGE	\$170,000.00	18	21	N/A	Active Term	Expansion
340780	OFS Brands Holdings, Inc.	1204 E. 6th Street	Huntingburg	SEF	\$124,179.61	1491	154	704	Post Term Reporting	Expansion
340780	OFS Brands Holdings, Inc.	1204 E. 6th Street	Huntingburg	EDGE	\$895,871.40	1642	300	N/A	Active Term	Expansion
412403	Olon Industries Inc. (US)	2510 East National Highway	Washington	SEF	\$12,150.00	71	9	26	Active Term	Expansion
401723	One America	One America Square	Indianapolis	INSPIRE	\$19,933.50	1290	N/A	140	Post Term Reporting	Retention
412325	Ontario Systems	1150 W. Kilgore Ave.	Muncie	SEF	\$186,400.00	232	128	360	Active Term	Expansion
401423	Onward Manufacturing Company Ltd	1000 E. Market Street	Huntington	EDGE	\$1,600,000.00	0	302	N/A	Active Term	Attraction
401423	Onward Manufacturing Company Ltd	1000 E. Market Street	Huntington	SEF	\$150,000.00	5	222	222	Active Term	Expansion
400738	OrthoPediatrics Corp.	2850 Frontier Drive	Warsaw	SEF	\$30,000.00	17	54	71	Post Term Reporting	Expansion
400738	OrthoPediatrics Corp.	2850 Frontier Drive	Warsaw	EDGE	\$1,569,411.40	20	100	N/A	Active Term	Expansion
401252	Our Sunday Visitor, Inc.	200 Nolt Plaza	Huntington	SEF	\$44,362.16	258	11	269	Post Term Reporting	Expansion
401517	Overton & Sons Tool & Die Co., Inc.	1250 Old State Road 67 South	Mooresville	SEF	\$51,900.00	69	10	79	Post Term Reporting	Expansion
400415	Ozburn-Hessey Logistics, LLC	1100 Whitaker Road	Plainfield	SEF	\$140,150.00	390	120	510	Post Term Reporting	Expansion
402108	Paoli, Inc.	201 East Martin Street	Orleans	SEF	\$185,000.00	380	86	466	Active Term	Expansion
402108	Paoli, Inc.	201 East Martin Street	Orleans	EDGE	\$275,000.00	380	82	N/A	Active Term	Expansion
402108	Paoli, Inc.	201 East Martin Street	Orleans	EDGE-R	\$275,000.00	380	82	N/A	Active Term	Retention
412899	PDQ Workholding, LLC	1100 South Williams Drive	Columbia City	EDGE	\$296,738.00	0	45	N/A	Active Term	Attraction
412899	PDQ Workholding, LLC	1100 South Williams Drive	Columbia City	HBI	\$100,000.00	0	45	N/A	Active Term	Attraction
400271	Pegatron Technology Services, Inc.	121 River Ridge Circle	Jeffersonville	SEF	\$1,438,333	279	21	42	Post Term Reporting	Expansion
414230	Perfection Wheel, LLC	255 N. Bryant Street	Huntington	EDGE	\$250,000.00	0	53	N/A	Active Term	Attraction
401021	Performance Services, Inc.	Anson Park	Whitestown	EDGE	\$90,000.00	46	25	N/A	Active Term	Expansion

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341347	Perkins Logistics LLC	14450 Getz Road	Noblesville	SEF	\$8,297.83	76	20	70	Post Term Reporting	Expansion
401160	Pharmakon Long Term Care	801 Congressional Boulevard	Carmel	SEF	\$48,312.57	38	43	81	Post Term Reporting	Expansion
401160	Pharmakon Long Term Care	801 Congressional Boulevard	Carmel	EDGE	\$150,000.00	67	52	N/A	Active Term	Expansion
401426	Pike Lumber Co. Inc.	719 Front Street	Akron	SEF	\$8,500.00	0	13	11	Post Term Reporting	Attraction
401143	Pike Lumber Co. Inc.	440 W 1450 N	Carbon	SEF	\$15,112.92	169	13	92	Post Term Reporting	Expansion
401426	Pike Lumber Company, Inc.	785 East Carr Street	Milton	HBI	\$100,000.00	0	14	N/A	Active Term	Attraction
414383	Pinnacle Solutions Incorporated	120 E. Market Street	Indianapolis	EDGE	\$250,000.00	4	25	N/A	Active Term	Expansion
401297	Pitney Bowes Govt. Solutions	2812 Airwest Boulevard	Plainfield	EDGE	\$236,799.00	0	208	N/A	Active Term	Attraction
401297	Pitney Bowes Govt. Solutions	2812 Airwest Boulevard	Plainfield	SEF	\$50,000.00	0	208	208	Post Term Reporting	Attraction
400661	Pitney Bowes Presort Services	5071 W. 74th Street	Indianapolis	SEF	\$64,000.00	183	7	116	Post Term Reporting	Expansion
400451	Pitney Bowes, Inc.	5940 Industrial Court	Whitestown	EDGE	\$174,274.00	0	60	N/A	Active Term	Attraction
400500	Plymouth Tube Company	572 West State Road 14	Winamac	SEF	\$50,000.00	145	12	118	Post Term Reporting	Expansion
340870	PMG Indiana Corporation	1751 Arcadia Drive	Columbus	SEF	\$8,556.55	219	73	143	Post Term Reporting	Expansion
401085	Polaris Laboratories, LLC	7898 Zionsville Road	Indianapolis	SEF	\$85,000.00	75	46	121	Post Term Reporting	Expansion
401085	Polaris Laboratories, LLC	7898 Zionsville Road	Indianapolis	EDGE	\$367,275.89	79	80	N/A	Active Term	Expansion
400753	PPG Industries, Inc.	424 E. Inglesfield Road	Evansville	SEF	\$8,124.09	398	N/A	73	Post Term Reporting	Retention
414210	Precimed, Inc.	Kroemer Road	Fort Wayne	EDGE	\$750,000.00	110	76	N/A	Active Term	Expansion
401250	Precision Die Technologies, Inc.	4716 Speedway Drive	Fort Wayne	SEF	\$18,900.00	64	8	69	Post Term Reporting	Expansion
401056	Premiere Credit of No. America	2002 Wellesley Blvd.	Indianapolis	SEF	\$88,393.94	221	300	521	Post Term Reporting	Expansion
401056	Premiere Credit of No. America	2002 Wellesley Blvd.	Indianapolis	EDGE	\$2,500,000.00	237	393	N/A	Active Term	Expansion
339196	Premium Composite Tech. No. America, Inc	2101 Musicland Drive	Franklin	EDGE	\$336,596.00	0	37	N/A	Active Term	Attraction
339196	Premium Composite Tech. No. America, Inc	2101 Musicland Drive	Franklin	HBI	\$200,000.00	0	37	N/A	Active Term	Attraction
339196	Premium Composite Tech. No. America, Inc	2101 Musicland Drive	Franklin	SEF	\$162,500.00	0	37	37	Active Term	Attraction
401645	Pretzels, Inc.	123 Harvest Road	Bluffton	SEF	\$26,043.73	280	97	368	Post Term Reporting	Expansion
400277	Prime Distribution Services	1750 All Points Parkway	Plainfield	HBI	\$100,000.00	164	48	N/A	Post Term Reporting	Expansion
400277	Prime Distribution Services	1750 All Points Parkway	Plainfield	EDGE	\$60,053.00	164	48	N/A	Active Term	Expansion
341086	Primex Plastics Corporation	1235 North F Street	Richmond	SEF	\$56,619.31	319	N/A	205	Post Term Reporting	Retention
401997	Printing Technologies, Inc.	6266 Morenci Trail	Indianapolis	SEF	\$17,750.00	29	25	30	Active Term	Expansion
401350	Printpack, Inc.	5550 West Vernal Pike	Bloomington	EDGE-R	\$310,000.00	157	N/A	N/A	Active Term	Retention
401350	Printpack, Inc.	5550 West Vernal Pike	Bloomington	HBI	\$520,000.00	157	N/A	N/A	Active Term	Retention
401350	Printpack, Inc.	5550 West Vernal Pike	Bloomington	SEF	\$46,000.00	151	N/A	151	Active Term	Retention
412772	Q-Edge Corporation	1581-B South Perry Road	Plainfield	EDGE	\$245,000.00	249	60	N/A	Active Term	Expansion
412227	QIG, LLC	225 South Towerview Drive	Columbia City	SEF	\$12,500.00	11	11	22	Active Term	Expansion
400697	Quadraspec, Inc.	3000 Kent Avenue	West Lafayette	SEF	\$4,806.71	36	17	48	Post Term Reporting	Expansion
412222	QualiteX	3902 Eggeman Road	Fort Wayne	SEF	\$11,900.00	2	13	15	Active Term	Expansion
400798	Quest Envir. & Safety Products	9892 East 121st Street	Fishers	SEF	\$7,732.41	26	5	25	Post Term Reporting	Expansion
341331	R.R. Donnelley & Sons Company	600 W St Rd 32	Crawfordsville	SEF	\$53,648.38	1368	61	269	Post Term Reporting	Expansion
341331	R.R. Donnelley & Sons Company	600 W St Rd 32	Crawfordsville	EDGE	\$516,782.00	1397	61	N/A	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
341248	RCF Kitchens IN, LLC	1200 Enterprise Road	Cambridge City	SEF	\$27,365.61	0	238	238	Post Term Reporting	Attraction
341248	RCF Kitchens IN, LLC	1200 Enterprise Road	Cambridge City	HBI	\$0.00	0	780	N/A	Post Term Reporting	Attraction
341248	RCF Kitchens IN, LLC	1200 Enterprise Road	Cambridge City	EDGE	\$2,700,000.00	0	780	N/A	Active Term	Attraction
400633	Reagent Chemical & Research, Inc.	317 Kloeckner Drive	Knox	EDGE	\$105,751.00	21	31	N/A	Active Term	Expansion
400633	Reagent Chemical & Research, Inc.	317 Kloeckner Drive	Knox	SEF	\$7,857.00	23	14	14	Post Term Reporting	Expansion
413049	Red Gold, Inc.	120 East Oak Street	Orestes	HBI	\$250,000.00	847	41	N/A	Active Term	Expansion
401586	Red Gold, Inc.	1900 South D Street	Elwood	SEF	\$72,000.00	1144	N/A	206	Post Term Reporting	Retention
400197	Reflex Industries, Inc.	23290 Cooper Drive	Elkhart	SEF	\$70,000.00	94	50	139	Post Term Reporting	Expansion
341372	Remy, Inc.	600 Corporation Drive	Pendleton	SEF	\$12,500.00	331	N/A	53	Post Term Reporting	Retention
400587	Relhceit Enterprises, LLC	420 Industrial Parkway	Ossian	SEF	\$1,636.29	5	9	9	Post Term Reporting	Expansion
412685	Retro-Tech Systems, Inc	853 Eastport Centre Drive	Valparaiso	EDGE	\$150,000.00	0	18	N/A	Active Term	Attraction
400754	Rexam Closures & Containers, Inc.	3245 Kansas Rd	Evansville	SEF	\$106,275.00	364	3	276	Post Term Reporting	Expansion
401286	Rexam Consumer Plastics Inc.	1900 Musicland Drive	Franklin	HBI	\$50,000.00	87	46	N/A	Active Term	Expansion
401286	Rexam Consumer Plastics Inc.	1900 Musicland Drive	Franklin	SEF	\$48,000.00	87	46	60	Active Term	Expansion
401286	Rexam Consumer Plastics Inc.	1900 Musicland Drive	Franklin	EDGE	\$200,000.00	87	46	N/A	Active Term	Expansion
401235	Rieke Corporation	500 West Seventh Street	Auburn	SEF	\$180,500.00	241	18	257	Post Term Reporting	Expansion
401807	Right On Interactive, LLC	136 Market Street, Suite 410	Indianapolis	SEF	\$12,324.70	7	20	27	Post Term Reporting	Expansion
401807	Right On Interactive, LLC	136 Market Street, Suite 410	Indianapolis	EDGE	\$1,125,137.00	8	100	N/A	Active Term	Expansion
402076	Roche Diagnostics Corporation	9115 Hauge Road	Indianapolis	SEF	\$50,000.00	2943	N/A	1472	Post Term Reporting	Expansion
400827	Roche Diagnostics Corporation	9115 Hauge Road	Indianapolis	SEF	\$200,000.00	2814	55	2869	Post Term Reporting	Expansion
401007	Roembke Mfg. & Design, Inc.	1580 Baker Drive	Ossian	SEF	\$21,883.99	51	5	54	Post Term Reporting	Expansion
414272	Rolls-Royce Goodrich Engine Control System	7661 North Perimeter Road	Indianapolis	EDGE	\$2,900,000.00	68	159	N/A	Active Term	Expansion
412984	Royer Corporation	805 East Street	Madison	SEF	\$20,000.00	59	15	68	Active Term	Expansion
400615	Ryan Fireprotection, Inc	9740 East 148th Street	Noblesville	SEF	\$113,750.00	173	108	281	Post Term Reporting	Expansion
400615	Ryan Fireprotection, Inc	3303 William Richardson Court	South Bend	EDGE	\$108,207.16	14	28	N/A	Active Term	Expansion
401354	Ryobi Die Casting (USA), Inc	800 West Mausoleum Road	Shelbyville	SEF	\$200,000.00	495	46	486	Active Term	Expansion
412773	s2f Worldwide, LLC	2675 Reeves Road	Plainfield	EDGE	\$1,891,820.00	0	250	N/A	Active Term	Attraction
412773	s2f Worldwide, LLC	2675 Reeves Road	Plainfield	SEF	\$45,000.00	0	250	250	Active Term	Attraction
400335	Safety-Kleen Systems, Inc.	601 Riley Road	East Chicago	SEF	\$14,331.14	97	N/A	76	Post Term Reporting	Retention
414005	Santelli Tempered Glass Elkhart, LLC	3403 Cooper	Elkhart	EDGE	\$250,000.00	0	35	N/A	Active Term	Attraction
413030	Saratoga Potato Chips, LLC	6923 Lincoln Parkway	Fort Wayne	EDGE	\$1,000,000.00	0	175	N/A	Active Term	Attraction
412495	Saturn Wheel Co., Inc.	8663 S 200 E	Warren	SEF	\$14,250.00	57	15	30	Active Term	Expansion
400831	Schultheis Insurance Agency, Inc.	32 North Weinbach Avenue	Evansville	INSPIRE	\$900.00	77	N/A	11	Post Term Reporting	Expansion
400776	Schwarz Pharma Manufacturing, Inc	1101 C Avenue West	Seymour	SEF	\$256,574.12	366	123	489	Post Term Reporting	Expansion
400776	Schwarz Pharma Manufacturing, Inc	1101 C Avenue West	Seymour	EDGE	\$1,148,525.00	368	150	N/A	Active Term	Expansion
400821	Schutz Container Systems Inc	2375 Reeves Road, Suite 100	Plainfield	EDGE	\$144,947.00	30	48	N/A	Active Term	Expansion
400821	Schutz Container Systems Inc	2375 Reeves Road, Suite 100	Plainfield	HBI	\$85,000.00	30	48	N/A	Active Term	Expansion
400821	Schutz Container Systems Inc	2375 Reeves Road, Suite 100	Plainfield	SEF	\$25,000.00	30	48	48	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401999	Seaman & Associates, Inc.	9845 Hedden Road	Evansville	SEF	\$21,100.00	32	6	32	Active Term	Expansion
401814	Service Engineering, Inc.	2190 W. Main Street	Greenfield	SEF	\$22,950.00	75	N/A	51	Active Term	Retention
401373	Sherry Laboratories of Indiana, LLC	9301 Innovation Drive, #103	Daleville	SEF	\$36,500.00	123	N/A	61	Post Term Reporting	Retention
414189	Shoe Sensation, Inc.	253 America Place	Jeffersonville	SEF	\$80,000.00	38	12	88	Active Term	Expansion
401926	SID Tool Co., Inc.	28551 Laura Court	Elkhart	SEF	\$85,000.00	399	15	205	Active Term	Expansion
401926	SID Tool Co., Inc.	28551 Laura Court	Elkhart	HBI	\$150,000.00	399	30	N/A	Active Term	Expansion
400894	Siemens Healthcare Diagnostics, Inc.	2150 Stanley Road	Plainfield	EDGE	\$385,595.00	55	61	N/A	Active Term	Expansion
400313	Siemens Healthcare Diagnostics, Inc.	3400 Middlebury, P.O. Box 2297	Elkhart	SEF	\$42,222.60	111	N/A	94	Post Term Reporting	Retention
414449	Slingshot SEO Incorporated	8900 Keystone Crossing	Indianapolis	EDGE	\$1,150,000.00	53	114	N/A	Active Term	Expansion
413002	Smart IT Staffing, Inc.	One Indiana Square	Indianapolis	EDGE	\$1,000,000.00	44	80	N/A	Active Term	Expansion
412424	Smith Brothers of Berne Inc.	356 Monroe Street	Berne	SEF	\$87,500.00	218	40	244	Active Term	Expansion
401262	Software Engineering Professionals (SEP)	11611 N. Meridian Street	Carmel	SEF	\$53,725.53	71	33	104	Post Term Reporting	Expansion
401262	Software Engineering Professionals (SEP)	11611 N. Meridian Street	Carmel	EDGE	\$896,909.00	70	89	N/A	Active Term	Expansion
341398	Solution System Partners, LLC	2701 Enterprise Dr. Ste. 228	Anderson	SEF	\$13,151.61	0	64	64	Post Term Reporting	Attraction
400727	Sony DADC Americas, Inc.	1800 N. Fruitridge Avenue	Terre Haute	SEF	\$546,350.00	1187	85	413	Post Term Reporting	Expansion
400930	Sony DADC US Inc.	9999 E. 121st Street	Fishers	SEF	\$20,293.21	296	10	306	Post Term Reporting	Expansion
413047	South Bend Gear, LLC	4701 Nimitz Parkway	South Bend	EDGE	\$250,000.00	76	38	N/A	Active Term	Expansion
413047	South Bend Gear, LLC	4701 Nimitz Parkway	South Bend	HBI	\$200,000.00	76	38	N/A	Active Term	Expansion
412916	Southern Wine & Spirits of Indiana, Inc.	800 Commerce Drive Pkwy West	Greenwood	EDGE	\$1,400,000.00	0	175	N/A	Active Term	Attraction
401631	Speciality Earth Sciences	Granline Business Park	New Albany	SEF	\$11,000.00	6	14	20	Active Term	Expansion
401631	Speciality Earth Sciences	Granline Business Park	New Albany	EDGE	\$131,766.00	5	18	N/A	Active Term	Expansion
412684	Specialty Heat Treating Inc.	55226 C.R. 1 North	Elkhart	EDGE	\$255,447.00	6	26	N/A	Active Term	Expansion
412684	Specialty Heat Treating Inc.	55226 C.R. 1 North	Elkhart	SEF	\$2,500.00	6	26	22	Active Term	Expansion
401770	Sperry & Rice Manufacturing Company	9146 US 52	Brookville	SEF	\$10,500.00	35	N/A	35	Post Term Reporting	Retention
401595	SPG Graphics, Inc.	4923 West 78th Street	Indianapolis	SEF	\$88,500.00	129	11	140	Post Term Reporting	Expansion
401595	SPG Graphics, Inc.	4923 West 78th Street	Indianapolis	EDGE	\$107,743.00	130	30	N/A	Active Term	Expansion
341410	Standard Locknut, Incorporated	1045 East 169th Street	Westfield	SEF	\$17,899.58	169	10	165	Post Term Reporting	Expansion
401087	Star Technology, Inc.	200 Executive Drive	Waterloo	SEF	\$5,303.08	15	3	18	Post Term Reporting	Expansion
412718	State Wide Aluminum, Inc.	3518 CR 6 East	Elkhart	SEF	\$20,000.00	149	25	174	Active Term	Expansion
400144	Steel Parts Manufacturing, Inc.	801 Berryman Pike, P.O. Box 700	Tipton	SEF	\$26,572.11	191	N/A	191	Post Term Reporting	Retention
414055	Steffy Wood Products, Inc.	701 West Mill Street	Angola	HBI	\$80,000.00	33	38	N/A	Active Term	Expansion
414055	Steffy Wood Products, Inc.	701 West Mill Street	Angola	SEF	\$20,000.00	33	32	32	Active Term	Expansion
412721	Stericycle, Inc.	2670 Executive Drive, Suite A	Indianapolis	EDGE	\$330,000.00	333	109	N/A	Active Term	Expansion
412721	Stericycle, Inc.	2670 Executive Drive, Suite A	Indianapolis	SEF	\$20,000.00	333	109	109	Active Term	Expansion
414299	Stonegate Mortgage Company	7998 Centerpoint Drive	Indianapolis	EDGE	\$3,250,000.00	87	300	N/A	Active Term	Expansion
412985	Steve Reiff Inc.	5650 W. 800 S.	South Whitley	EDGE	\$297,332.00	18	47	N/A	Active Term	Expansion
414150	Streetlinks LLC	7683 S. Shelby	Indianapolis	EDGE	\$950,000.00	330	150	N/A	Active Term	Expansion
414150	Streetlinks LLC	7683 S. Shelby	Indianapolis	SEF	\$40,000.00	330	150	250	Active Term	Expansion

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401495	Streetlinks LLC	7683 S. Shelby	Indianapolis	SEF	\$100,000.00	36	220	256	Post Term Reporting	Expansion
401495	Streetlinks LLC	7683 S. Shelby	Indianapolis	EDGE	\$267,419.00	26	330	N/A	Active Term	Expansion
414208	Sullair Corporation	3700 E. Michigan Blvd.	Michigan City	EDGE	\$500,000.00	417	113	N/A	Active Term	Expansion
414208	Sullair Corporation	3700 E. Michigan Blvd.	Michigan City	SEF	\$75,000.00	417	93	65	Active Term	Expansion
414208	Sullair Corporation	3700 E. Michigan Blvd.	Michigan City	HBI	\$300,000.00	417	113	N/A	Active Term	Expansion
401522	Summit Parent, Inc.	201 North Main Street	South Bend	TECH	\$2,400.00	N/A	N/A	2	Post Term Reporting	Expansion
341391	Superior Aluminum Alloys, LLC	14214 Edgerton Road	New Haven	SEF	\$472,553.27	203	N/A	187	Post Term Reporting	Retention
400518	SVC Manufacturing	5858 Decatur Blvd.	Indianapolis	SEF	\$95,433.69	490	5	460	Post Term Reporting	Expansion
400669	Symmetry Medical USA, Inc.	486 W. 350 N.	Warsaw	SEF	\$127,000.00	402	62	177	Post Term Reporting	Expansion
341456	T2 Systems, Inc.	7835 Woodland Drive	Indianapolis	EDGE	\$486,771.88	50	92	N/A	Active Term	Expansion
400892	Taconic Farms, Inc.	1400 Enterprise Road	Cambridge City	SEF	\$2,559.90	57	20	20	Post Term Reporting	Expansion
414139	Talon Logistics Services, LLC	2111 Future Drive	Sellersburg	EDGE	\$175,000.00	18	30	N/A	Active Term	Expansion
400338	Task Force Tips	2800 East Evans Ave.	Valparaiso	SEF	\$8,000.00	159	31	126	Post Term Reporting	Expansion
400805	TechTop LHP, Inc.	1888 Poshard Drive	Columbus	EDGE	\$373,006.00	0	62	N/A	Active Term	Attraction
400805	TechTop LHP, Inc.	1888 Poshard Drive	Columbus	HBI	\$52,000.00	0	62	N/A	Post Term Reporting	Attraction
401039	Telamon Corporation	1000 East 116th Street	Carmel	SEF	\$79,079.33	259	177	436	Post Term Reporting	Expansion
401039	Telamon Corporation	1000 East 116th Street	Carmel	EDGE	\$1,060,840.00	253	246	N/A	Active Term	Expansion
402024	Telic Corporation	Newport Chemical Depot	Newport	EDGE	\$3,800,000.00	0	500	N/A	Active Term	Attraction
402024	Telic Corporation	Newport Chemical Depot	Newport	SEF	\$125,000.00	0	500	150	Active Term	Attraction
401230	Tenneco Automotive Operating Company	1490 Gerber Street	Ligonier	SEF	\$106,000.00	301	N/A	236	Active Term	Retention
400441	Terex Advance Mixer, Inc.	7727 Freedom Way	Fort Wayne	SEF	\$3,858.92	162	49	156	Post Term Reporting	Expansion
400839	The eBiz Shop, LLC	12908 Ford Drive	Fishers	TECH	\$1,500.00	N/A	N/A	1	Post Term Reporting	Expansion
402096	The Fabri-Form Company	130 Harvest Road	Bluffton	EDGE	\$130,000.00	20	38	N/A	Active Term	Expansion
402096	The Fabri-Form Company	130 Harvest Road	Bluffton	HBI	\$100,000.00	20	38	N/A	Active Term	Expansion
400475	The Finish Line, Inc.	3308 North Milthoeffer Road	Indianapolis	SEF	\$172,618.35	671	55	726	Post Term Reporting	Expansion
414126	Theonis Group, Inc.	8888 Keystone Crossing	Indianapolis	EDGE	\$750,000.00	79	50	N/A	Active Term	Expansion
401696	Therametric Technologies	351 West 10th Street	Indianapolis	SEF	\$17,000.00	12	19	23	Active Term	Expansion
401696	Therametric Technologies	351 West 10th Street	Indianapolis	EDGE	\$263,025.00	12	41	N/A	Active Term	Expansion
401473	Therma-Tru Corp.	601 RE Jones Road	Butler	SEF	\$47,047.94	262	151	376	Post Term Reporting	Expansion
414191	Therma-Tru Corp.	8055 North State Road 9	Howe	EDGE	\$300,000.00	19	45	N/A	Active Term	Expansion
414004	ThyssenKrupp Waupaca, Inc.	9856 State Road 66	Tell City	EDGE	\$1,542,900.00	625	160	N/A	Active Term	Expansion
401887	Tipton Mills, LLC	835 s. Maple Street	Columbus	EDGE	\$130,000.00	0	40	N/A	Active Term	Attraction
401887	Tipton Mills, LLC	835 s. Maple Street	Columbus	SEF	\$17,000.00	0	40	22	Active Term	Attraction
402068	Tokusen U.S.A., Inc.	1010 W. Weir Road	Scottsburg	EDGE	\$1,000,000.00	0	134	N/A	Active Term	Attraction
402068	Tokusen U.S.A., Inc.	1010 W. Weir Road	Scottsburg	HBI	\$150,000.00	0	134	N/A	Active Term	Attraction
402068	Tokusen U.S.A., Inc.	1010 W. Weir Road	Scottsburg	SEF	\$75,000.00	0	114	92	Active Term	Attraction
401353	Total Electronics, LLC	1 Technology Way	Logansport	SEF	\$24,739.20	123	15	108	Post Term Reporting	Expansion
341270	Toyota Boshoku Indiana LLC	667 W. Gach Road	Princeton	EDGE	\$1,750,000.00	0	200	N/A	Active Term	Attraction

FOURTH QUARTER AND FISCAL YEAR EMPLOYERS REPORT
For The Reporting Period July 1, 2007–June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
400260	Tralin Miller Insurance Services, Inc.	9449 Priority Way W. Drive	Indianapolis	INSPIRE	\$362.00	7	N/A	3	Post Term Reporting	Expansion
400777	Tramor Glass Company	760 State Road 212	Michigan City	EDGE	\$60,000.00	0	25	N/A	Active Term	Attraction
401247	Trane U.S., Inc.	5355 North Post Road	Indianapolis	SEF	\$50,600.00	156	40	196	Post Term Reporting	Expansion
401040	Transilwrap Co., Inc.	300 Industrial Parkway	Richmond	SEF	\$16,000.00	138	N/A	89	Post Term Reporting	Retention
401154	Trienda, LLC	3611 S Adams St	Marion	SEF	\$32,500.00	0	190	190	Post Term Reporting	Attraction
401189	TriMedx, LLC	6325 Digital Way	Indianapolis	SEF	\$147,838.81	164	38	202	Post Term Reporting	Expansion
401189	TriMedx, LLC	6325 Digital Way	Indianapolis	EDGE	\$908,587.87	138	108	N/A	Active Term	Expansion
401786	Truck Accessories Group, LLC	28858 Ventura Drive	Elkhart	EDGE	\$170,854.00	216	60	N/A	Active Term	Expansion
401174	Trusted Manufacturing, Inc.	1625 Baker Drive	Ossian	EDGE	\$218,063.00	42	27	N/A	Active Term	Expansion
400211	TRW Automotive U.S., LLC	800 Heath Street	Lafayette	EDGE	\$1,300,000.00	0	200	N/A	Active Term	Attraction
401877	TS Tech Indiana LLC	3800 Brooks Drive	New Castle	SEF	\$198,000.00	178	141	319	Active Term	Expansion
401139	Tube Processing Corp.	604 E. LeGrande	Indianapolis	SEF	\$90,000.00	500	N/A	300	Post Term Reporting	Retention
401840	Tyson Foods, Inc.	1355 West Tyson Road	Portland	SEF	\$119,400.00	391	6	397	Active Term	Expansion
401767	U.G.N., Inc.	2252 Industrial Drive	Valparaiso	EDGE	\$800,000.00	95	120	N/A	Active Term	Expansion
401767	U.G.N., Inc.	2252 Industrial Drive	Valparaiso	HBI	\$50,000.00	95	120	N/A	Active Term	Expansion
401767	U.G.N., Inc.	2252 Industrial Drive	Valparaiso	SEF	\$50,000.00	95	120	215	Active Term	Expansion
414041	U.G.N., Inc.	2252 Industrial Drive	Valparaiso	HBI	\$200,000.00	215	28	N/A	Active Term	Expansion
400600	U.S.Silicones, LLC	623 Airport North Office Park	Ft. Wayne	EDGE	\$96,222.00	0	22	N/A	Active Term	Attraction
400600	U.S.Silicones, LLC	623 Airport North Office Park	Ft. Wayne	SEF	\$4,253.02	0	11	11	Post Term Reporting	Attraction
400223	United States Cold Storage, Inc.	415 S Mt. Zion Rd.	Lebanon	HBI	\$620,000.00	0	100	N/A	Post Term Reporting	Attraction
400223	United States Cold Storage, Inc.	415 S Mt. Zion Rd.	Lebanon	SEF	\$36,000.00	0	45	45	Active Term	Attraction
400223	United States Cold Storage, Inc.	415 S Mt. Zion Rd.	Lebanon	EDGE	\$550,000.00	0	100	N/A	Active Term	Attraction
401613	United States Steel Corporation	1 North Broadway	Gary	SEF	\$200,000.00	5220	100	1232	Active Term	Expansion
412825	United States Steel Corporation	1 North Broadway	Gary	HBI	\$1,000,000.00	0	72	N/A	Active Term	Attraction
412393	United Technologies Electronic Controls	3650 West 200 North	Huntington	SEF	\$182,500.00	653	N/A	522	Active Term	Retention
341288	United Technologies Electronic Controls	3650 West 200 North	Huntington	SEF	\$140,500.00	770	45	608	Post Term Reporting	Expansion
400948	Univertical Corporation	203 Weatherhead Street	Angola	EDGE	\$244,525.00	44	40	N/A	Active Term	Expansion
400948	Univertical Corporation	203 Weatherhead Street	Angola	HBI	\$53,673.00	44	40	N/A	Post Term Reporting	Expansion
412185	Urschel Laboratories, Inc.	2503 Calumet Avenue	Valparaiso	SEF	\$162,500.00	290	24	346	Active Term	Expansion
412185	Urschel Laboratories, Inc.	2503 Calumet Avenue	Valparaiso	EDGE	\$465,000.00	289	42	N/A	Active Term	Expansion
412185	Urschel Laboratories, Inc.	2503 Calumet Avenue	Valparaiso	HBI	\$55,000.00	289	42	N/A	Active Term	Expansion
401186	Utilmaster Corporation	65906 State Road 19	Wakarusa	SEF	\$119,500.00	509	N/A	352	Active Term	Retention
412209	Vector USA, Inc.	2021 Midwest Road, Suite 307	Oak Brook	EDGE	\$302,386.00	0	50	N/A	Active Term	Attraction
412209	Vector USA, Inc.	2021 Midwest Road, Suite 307	Oak Brook	HBI	\$50,000.00	0	50	N/A	Active Term	Attraction
412209	Vector USA, Inc.	2021 Midwest Road, Suite 307	Oak Brook	SEF	\$40,000.00	0	50	50	Active Term	Attraction
401984	Vehicle Service Group, LLC	2700 Lanier Drive	Madison	SEF	\$52,000.00	264	25	65	Active Term	Expansion
341389	Veriana Networks, Inc.	1046 N. Baldwin Avenue, #101	Marion	EDGE	\$14,298.00	0	298	N/A	Noncompliant-C	Attraction
401941	Vestil Manufacturing Corp.	2999 North Wayne Street	Angola	SEF	\$187,500.00	235	50	285	Active Term	Expansion

1001-OMIC LINES-FIVES AND SEVEN LINES REPORT
For The Reporting Period July 1, 2007-June 30, 2011

Project ID	Recipient (Company) Name	Street Address	City	Fund	Maximum Eligible Award	Num. of Employees to be Retained	Num. of Employees to be Hired	Num. of Employees to be Trained	Status	Purpose
401306	Vestil Manufacturing Corp.	2999 North Wayne Street	Angola	EDGE	\$100,000.00	0	50	N/A	Active Term	Attraction
414196	Virtual Marketing Strategies, Inc.	8425 Woodfield Crossing Blvd.	Indianapolis	EDGE	\$1,025,000.00	116	102	N/A	Active Term	Expansion
412689	Vixen Composites, LLC	2965 LaVanture Place	Elkhart	HBI	\$200,000.00	0	34	N/A	Active Term	Attraction
412689	Vixen Composites, LLC	2965 LaVanture Place	Elkhart	SEF	\$20,000.00	0	34	34	Active Term	Attraction
412689	Vixen Composites, LLC	2965 LaVanture Place	Elkhart	EDGE	\$88,863.00	0	34	N/A	Active Term	Attraction
412707	Vortek Surgical, LLC	481 Southpoint Circle	Brownsburg	EDGE	\$620,000.00	0	72	N/A	Active Term	Attraction
412707	Vortek Surgical, LLC	481 Southpoint Circle	Brownsburg	SEF	\$20,000.00	0	33	25	Active Term	Attraction
412305	VOSS Automotive, Inc.	7625 Disalle Blvd.	Fort Wayne	SEF	\$9,300.00	12	4	12	Active Term	Expansion
401282	VTI of Indiana Doors, Inc.	890 Central Court	New Albany	SEF	\$25,000.00	38	18	33	Active Term	Expansion
401282	VTI of Indiana Doors, Inc.	890 Central Court	New Albany	HBI	\$150,000.00	38	22	N/A	Active Term	Expansion
401334	W.M. Kelley Company, Inc.	620 Durgee Road	New Albany	SEF	\$6,458.24	49	10	59	Post Term Reporting	Expansion
340523	Wabash Plastics, Inc.	1300 Burch Dr.	Evansville	SEF	\$58,217.74	246	10	200	Post Term Reporting	Expansion
413078	Waste Revelation LLC	161 W. Lincolnway	Valparaiso	EDGE	\$100,000.00	9	11	N/A	Active Term	Expansion
401642	Weaver Popcorn Company, Inc.	14470 Bergen Blvd.	Noblesville	SEF	\$140,800.00	363	50	255	Post Term Reporting	Expansion
402146	Welch Packaging, Inc.	5455 West 84th Street	Indianapolis	SEF	\$39,600.00	40	12	52	Active Term	Expansion
400416	Welch Packaging, Inc.	1020 Herman Street	Elkhart	SEF	\$75,900.00	114	22	136	Active Term	Expansion
401236	Wetzel Insurance Agency, Inc.	1606 SR 114 W	North Manchester	INSPIRE	\$160.00	13	N/A	2	Post Term Reporting	Expansion
412818	WGS Global Services, LC.	840 E. 5th Street	Tell City	EDGE	\$275,000.00	0	70	N/A	Active Term	Attraction
401468	Whimel, Inc.	2100 N. Detroit Street	Warsaw	SEF	\$54,400.00	71	15	83	Post Term Reporting	Expansion
402063	White Construction, Inc.	11993 South State Road 63	Clinton	SEF	\$87,500.00	45	58	115	Active Term	Expansion
402063	White Construction, Inc.	11993 South State Road 63	Clinton	EDGE	\$318,575.00	45	70	N/A	Active Term	Expansion
402063	White Construction, Inc.	11993 South State Road 63	Clinton	HBI	\$95,000.00	45	70	N/A	Active Term	Expansion
414151	Whitley Products, Inc.	1403 Stanley Drive	Plymouth	EDGE	\$250,000.00	79	30	N/A	Active Term	Expansion
401600	Wiley Metal Fabricating, Inc.	1001 East 38th Street	Marion	SEF	\$59,000.00	75	15	90	Active Term	Expansion
340407	Williams Bros. Health Care Pharmacy, Inc.	10 Williams Bros Drive	Washington	SEF	\$14,029.13	46	21	50	Post Term Reporting	Expansion
341445	Wolf Detroit Envelope Company (The)	100 Woodhull Drive	Angola	SEF	\$25,126.66	82	26	97	Post Term Reporting	Expansion
341445	Wolf Detroit Envelope Company (The)	100 Woodhull Drive	Angola	HBI	\$27,722.00	68	26	N/A	Post Term Reporting	Expansion
412597	World Media Group, Inc.	6737 East 30th Street	Indianapolis	SEF	\$5,000.00	79	25	25	Active Term	Expansion
412597	World Media Group, Inc.	6737 East 30th Street	Indianapolis	HBI	\$100,000.00	79	28	N/A	Active Term	Expansion
402126	Worthington Steel Company	100 Worthington Drive	Porter	SEF	\$20,500.00	154	N/A	140	Active Term	Retention
412754	Zimmerman Biotechnologies, LLC	Precedent Park	Greenwood	EDGE	\$750,000.00	0	70	N/A	Active Term	Attraction
412754	Zimmerman Biotechnologies, LLC	Precedent Park	Greenwood	HBI	\$150,000.00	0	70	N/A	Active Term	Attraction
401266	ZPS America	4950 W. 79th Street	Indianapolis	EDGE	\$250,000.00	0	25	N/A	Active Term	Attraction
401266	ZPS America	4950 W. 79th Street	Indianapolis	SEF	\$3,856.99	0	14	14	Post Term Reporting	Attraction
402097	Zuna Infotech, Inc.	5 Northgate Ave	Berkeley	EDGE	\$1,160,000.00	0	418	N/A	Active Term	Attraction

INDIANA

For The Reporting Period July 1, 2007–June 30, 2011

APPENDIX

ACTIVE TERM

The company is currently eligible to earn and receive incentives under the incentive agreement.

ATTRACTION

The company is locating a new project in the state of Indiana.

CLOSED

The incentive listed in the project was completed or otherwise closed during the last calendar year, July 1, 2010 to June 30, 2011.

EXPANSION

The company is expanding its existing Indiana operations above its base employment level. Expansions may result from a Company's growth in product demand, introduction of new product line, or a decision to consolidate its operations into Indiana.

MAXIMUM ELIGIBLE AWARD

The maximum amount the Company may earn throughout the term of the incentive agreement, after taking into account the performance to date for which tax credits were already certified and grant funds already paid.

NONCOMPLIANT-P OR NONCOMPLIANT-C

The IEDC has made a determination that the company has not met its obligations under the Agreement. Noncompliant-P means that the IEDC is pursuing a claim against the company. Noncompliant-C means that the claim has closed out as uncollectible or repaid.

POST TERM REPORTING

The company is no longer eligible to earn additional incentives under the incentive agreement but is still required to meet certain reporting or operational requirements, e.g. maintain operations in the State of Indiana.

RETENTION

The company is maintaining its existing Indiana operations.

OTHER ECONOMIC DEVELOPMENT PROGRAMS

This report includes active awards made during the period beginning July 1, 2007, and ending June 30, 2011, and includes all awards made during the last fiscal year.

Economic Development Fund (IC 5-28-8)

This program provides grants to communities or nonprofits undertaking various economic development initiatives. The Economic Development Fund may be used to support public works projects, technical assistance and studies, economic adjustment assistance, and other economic development programs. During the last fiscal year, there was \$4,850,392.12 in grants applied for and awarded.

Enterprise Zone Loan Interest Credit (IC 6-3.1-7)

The Enterprise Zone Loan Interest Credit is intended to promote access to capital for businesses located in an Enterprise Zone by providing a tax credit to financial institutions making loans to zone businesses. The credit amount is equal to 5% of the interest the financial institution receives in conjunction with loans made to zone businesses. Financial institutions are not required to be located in an Enterprise Zone in order to receive the credit. The Indiana Code does not require financial institutions to apply to the IEDC for approval nor does it require the entity making or receiving a qualified loan to report to the IEDC regarding new job creation or capital

investment associated with the qualified loan. Companies are required to notify the IEDC on an annual basis regarding the total amount of credits claimed under this program. In calendar year 2010 (the most recent period available), \$474,232.67 in tax credits were claimed under the Enterprise Zone Loan Interest Credit Tax Program.

Industrial Development Grant Fund (IC 5-28-25)

The Industrial Development Grant Fund ("IDGF") provides assistance to communities making infrastructure investments in support of economic development opportunities. Eligible infrastructure includes airport facilities, sanitary or storm sewers, water lines, streets, rail spurs, information and high technology infrastructure, or other real or personal property. During the last fiscal year, there was \$1,242,500.00 in grants applied for and awarded.

Industrial Development Loan Fund (IC 5-28-9)

The Industrial Development Loan Fund provides loans to small business investment companies as well as to certain qualified entities for approved industrial development programs. An industrial development program designed to aid the growth of industry in Indiana and includes the construction of airports, airport facilities, and tourist attractions; construction, extension, or completion of sewer lines, water lines, streets, sidewalks, bridges, roads, highways, public ways, and information and high technology infrastructure; leasing or purchasing of property, both real and personal; and the preparation of surveys, plans, and specifications for the construction of publicly

owned and operated facilities, utilities, and services. During the last fiscal year, there were no loan funds awarded from this program.

Local Economic Development Organization Fund (IC 5-28-11)

The Local Economic Development Organization Fund provides grants to economic development commissions, regional planning commissions and nonprofit organizations undertaking strategic planning and capacity-building initiatives. This program is designed to provide resource support to local and regional groups conducting activities such as asset inventory and analysis, target industry studies, and development of regional marketing plans. The maximum grant amount is \$50,000 per year for a single county initiative and \$75,000 per year for a multi-county initiative. During the last fiscal year, there was \$657,000.00 in grants applied for and awarded.

Small Business Development Fund (IC 5-28-18)

The Small Business Development Fund, formerly known as the Microenterprise Partnership Program, provides small loans to nontraditional entrepreneurs. The loan fund is administered by the Indiana housing and community development authority, effective June 30, 2011. There were no awards made by the IEDC during the reporting period.

Small Business Incubator Program (IC 5-28-21)

The Small Business Incubator Program is a revolving fund to provide grants, loans and guarantees to incubators for business development in economically disadvantaged areas. There were no grants, loans and guarantees awarded or applied for during the reporting period.

Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) Match Programs (IC 5-28-16)

The Twenty-First Century Fund provides matching grants of up to \$100,000 to companies receiving Phase I SBIR/STTR awards and up to \$350,000 to recipients of Phase II SBIR/STTR awards. The purpose of grants awarded under this section is to leverage federal dollars and accelerate the development of innovative new technologies. Funds must be used towards the development of technology supported through the SBIR/STTR award. This program does not have a statutory job creation requirement. During the last fiscal year, there was \$2,268,898.58 in grants applied for and awarded.

South Central Indiana Regional Partnership Fund (IC 4-33-12-6(c)(1)(G))

Pursuant to IC 4-33-12-(c)(1)(G), the IEDC receives 25% of the admissions taxes generated at the French Lick casino. These funds are to be used for the development and implementation of an economic development strategy for the region comprised of Orange County and its five contiguous counties. The IEDC has deployed these funds to enhance the overall economic competitiveness of the

region through strategic investments in areas including regional infrastructure, education, and site readiness. During the last fiscal year, there was \$1,301,500.00 in grants applied for and awarded.

Technology Development Grant (IC 5-28-10)

The Technology Development Grant Fund ("TDGF") provides assistance to communities in which a Certified Technology Park has been established. TDGF awards may be used to offset capital or operating expenditures and must be used within the boundaries and in support of a community's Certified Technology Park. During the last fiscal year, there was \$1,000,000.00 in grants applied for and awarded.

Trade Show Assistance Program (IC 5-28-14)

The Trade Show Assistance Program supports Indiana based businesses that market their products and services to an international audience by providing financial support for their participation in international trade shows or local events with a definite international component. The maximum amount of funding is \$5,000, or 100% of trade show exhibit space rental fees, whichever is less. Companies may not receive more than \$5,000 in funding per State fiscal year. During the last fiscal year, there was \$37,156.11 in grants applied for and awarded.

Twenty-First Century Research and Technology Fund (IC 5-28-16)

The Twenty-First Century Fund ("21 Fund") provides grants or loans to companies engaged in the commercialization of innovative new technologies and creating high wage technology based jobs in Indiana. Program compliance is based on technology development benchmarks and financial reporting. This program does not have a statutory job creation requirement. During the last fiscal year, there was \$7,950,000.00 in grants or loans applied for and awarded.

This information is being provided consistent with various statutory requirements, including IC 5-28-8-8; IC 5-28-18-8(9); and IC 5-28-21-21.

This report shall be posted on the IEDC website, ledc.in.gov, consistent with IC 5-28-6-2(b)(8), IC 5-14-6-4.

2017-2018 SBIR/STTR Awards All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
0352	3DT Holdings, LLC	251 N. Illinois Street, Suite 550	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
224091064	Advanced Bioimaging Systems, LLC	1201 Cumberland Ave., Ste. A	West Lafayette	21Fund	\$1,300,000.00	21 Fund Investment
0351	Advanced Process Combinatorics, Inc.	3000 Kent Ave.	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
292	Aeon Imaging, LLC	South Crane Ct.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
253	Akina, Inc.	1291 E. Cumberland Ave.	West Lafayette	21Fund	\$1,000,000.00	SBIR/STTR Match
256	Analytical Engineering, Inc.	2555 Technology Blvd.	Columbus	21Fund	\$69,999.96	SBIR/STTR Match
218	Anderson Tool & Engineering Co., Inc.	1735 W. 53rd St.	Anderson	21Fund	\$80,000.00	SBIR/STTR Match
289	Apex Therapeutics, Inc.	20 N. Meridian St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
131444	Applied Biotherapeutics, LLC (dba Nano-Rad, LLC)	210 East Pine Avenue	West Lafayette	21Fund	\$100,000.00	21Fund Investment
131451	AquaSpy Group, Inc.	3815 River Crossing Parkway, Suite 100	Indianapolis	21Fund	\$1,000,000.00	21Fund Investment
1013081016	Arxan Defense Systems, Inc.	1281 Win Hentschel Blvd	West Lafayette	21Fund	\$2,000,000.00	21 Fund Investment (Noncompliant-P)
230	Arxan Research, Inc.	3000 Kent Ave.	West Lafayette	21Fund	\$348,240.00	SBIR/STTR Match
262	Arxan Research, Inc.	3000 Kent Ave.	West Lafayette	21Fund	\$350,000.00	SBIR/STTR Match
10-1003	Ball State University	2000 University Ave.	Muncie	EDF	\$25,000.00	Economic Development Program
11-1007	Ball State University	2000 University Ave.	Muncie	EDF	\$194,000.00	Economic Development Program
1102091100	BidPal Network, LLC	11358 Talon Tr.	Fishers	21Fund	\$1,000,000.00	21 Fund Investment
324	BioRegeneration Technologies, Inc.	207 S. Martin Jischke Dr.	West Lafayette	21Fund	\$99,394.10	SBIR/STTR Match
315	Biota Biosciences, Inc.	16239 Wagner Rd.	Cambridge City	21Fund	\$100,000.00	SBIR/STTR Match
10-1229	Bishop Steering Technology, Inc.	8802 Bash Street, Ste A	Indianapolis	TSAP	\$5,000.00	Trade Show Assistance
10-908	Bloomington Economic Development Corporation	400 West 7th St. Ste 101	Bloomington	EDF	\$4,050.00	Shovel Ready Program
10-010	Blue Sky Casino, LLC	8670 W. State Rd. 56	French Lick	SCIRP	\$40,000.00	Regional Development
131453	Bostech Corporation	6100 W. 96th Street, Suite 115	Indianapolis	21Fund	\$1,000,000.00	21Fund Investment
0362	Candent Technologies, Inc.	6107 W. Airport Blvd.	Greenfield	21Fund	\$75,000.00	SBIR/STTR Match
301	Candent Technologies, Inc.	6107 W. Airport Blvd.	Greenfield	21Fund	\$69,993.80	SBIR/STTR Match
314	Candent Technologies, Inc.	6107 W. Airport Blvd.	Greenfield	21Fund	\$100,000.00	SBIR/STTR Match
10-1005	Central Ind. Corporate Partnership, Inc.	111 Monument Circle, Ste 1800	Indianapolis	EDF	\$75,000.00	Economic Development Program
10-1006	Central Ind. Corporate Partnership, Inc.	111 Monument Circle, Ste 1800	Indianapolis	EDF	\$882,000.00	Economic Development Program
11-1005	Central Ind. Corporate Partnership, Inc.	111 Monument Circle, Ste 1800	Indianapolis	EDF	\$75,000.00	Economic Development Program

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
10-1004	Central Ind. Corporate Partnership, Inc.	111 Monument Circle, Ste 1800	Indianapolis	EDF	\$50,000.00	Economic Development Program
10-008	Central Ind. Corporate Partnership, Inc.	111 Monument Circle, Ste 1800	Indianapolis	LEDO	\$35,000.00	Regional Development Program
286	Chalklabs, LLC	501 N. Morton St.	Bloomington	21Fund	\$97,404.00	SBIR/STTR Match
08-917	City of Bloomington	1441 S. Fenbrook Ln.	Bloomington	IDGF	\$7,500.00	Local Infrastructure
09-930	City of Columbus	123 Washington St	Columbus	IDGF	\$40,000.00	Local Infrastructure
09-326	City of Connersville	One Carbon Motors Dr.	Connersville	EDF	\$2,000,000.00	Attraction
08-888	City of Marion	3611 S Adams St	Marion	IDGF	\$725,000.00	Local Infrastructure
11-1009	Columbus Learning Center Management Corporation	4555 Central Ave, Ste. 2100	Columbus	EDF	\$950,000.00	Economic Development Program
0338	Communication Disorders Technology, Inc	501 N. Morton Street, Sta 215	Bloomington	21Fund	\$75,000.00	SBIR/STTR Match
227080906	Compendium Software, LLC	55 Monument Circle	Indianapolis	21Fund	\$1,000,000.00	21 Fund Investment
288	Coping Steps LLC	153 W. 88th St.	Indianapolis	21Fund	\$92,850.00	SBIR/STTR Match
131529	CourseLoad, Inc.	315 E. 72nd St.	Indianapolis	21Fund	\$350,000.00	21Fund Investment
304	CourseLoad, LLC	315 E. 72nd St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
10-012	Crawford County	PO Box 316	English	SCIRP	\$240,000.00	Regional Development
284	CreateAbility Concepts, Inc.	5610 Crawfordsville Rd.	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
10-1234	Creatherm LLC	6835 Guion Rd	Indianapolis	TSAP	\$2,206.11	Trade Show Assistance
281	Criterion Health, Inc.	6321 Tanglewood Rd.	Terre Haute	21Fund	\$75,000.00	SBIR/STTR Match
07-879	Delaware County Board of Comm'rs	1414 Brevini Dr.	Yorktown	IDGF	\$300,000.00	Local Infrastructure
11-1003	Dubois County Area Development Corporation	1103 Main St.	Jasper	LEDO	\$35,000.00	Regional Development Program
11-037	Economic Development Grp. of Wabash County	214 S. Wabash St.	Wabash	EDF	\$10,000.00	Shovel Ready Program
11-012	Elevate Ventures, Inc.	One N. Capitol, Ste. 700	Indianapolis	LEDO	\$300,000.00	Regional Development Program
0363	Enabling Energy Systems, Inc	9800 Connecticut Drive	Crown Point	21Fund	\$75,000.00	SBIR/STTR Match
11-011	Energize Inc.	615 Phaeton Pl.	Indianapolis	LEDO	\$37,000.00	Regional Development Program
276	Engine Research Associates, Inc.	12108 Burning Tree Rd.	Fort Wayne	21Fund	\$98,927.00	SBIR/STTR Match
0346	Engine Research Associates, Inc.	12108 Burning Tree Rd.	Fort Wayne	21Fund	\$75,000.00	SBIR/STTR Match
305	EnUrga, Inc.	1291 Cumberland Ave	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
308	EnUrga, Inc.	1291 Cumberland Ave	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
259	EnUrga, Inc.	1291 Cumberland Ave	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match

FROM MAY 1, 2011 TO MAY 31, 2011
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
131565	EnviroSolve BioEnergy, LLC	6507 Ferguson St	Indianapolis	21Fund	\$1,000,000.00	21Fund Investment
0347	Euclid Diagnostics, LLC	9800 Connecticut Drive	Crown Point	21Fund	\$75,000.00	SBIR/STTR Match
0344	Evacus Technologies, LLC	5200 Washington Avenue, Suite D	Evansville	21Fund	\$75,000.00	SBIR/STTR Match
275	Fiji Systems, Inc.	721 E. North St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
316	Fiji Systems, Inc.	721 E. North St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
11-010	Flagship Enterprise Center, Inc.	2701 Enterprise Dr	Anderson	LEDD	\$100,000.00	Regional Development Program
254	Forsite, Inc.	1982 S. Elizabeth St.	Kokomo	21Fund	\$99,945.25	SBIR/STTR Match
10-1238	Fort Recovery Construction & Equipment, LLC	1001 N. Wayne St.	Portland	TSAP	\$4,950.00	Trade Show Assistance
10-1228	Fort Wayne Wire Die, Inc.	2424 American Way	Fort Wayne	TSAP	\$5,000.00	Trade Show Assistance
293	General BioTechnology, LLC	1102 Indiana Ave.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
317	General BioTechnology, LLC	1102 Indiana Ave.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
244	GFT, LLC	130 E. Monroe St.	Pennville	21Fund	\$99,442.35	SBIR/STTR Match
0341	Glytrix, Inc.	207 S. Martin Jischke Drive, DLRC Suite 103,	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
11-035	Greater Kokomo Economic Development Alliance, Inc.	700 East Firmin, Ste 200	Kokomo	EDF	\$3,927.50	Shovel Ready Program
11-039	Hancock County Chamber of Commerce	1 Courthouse Plaza	Greenfield	EDF	\$9,454.95	Shovel Ready Program
269	Hans Tech Company	3210 Bowfield Way	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
307	Hans Tech Company	3210 Bowfield Way	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
300	IBC Materials & Technologies, LLC	902 Hendricks Dr.	Lebanon	21Fund	\$79,935.41	SBIR/STTR Match
249	IBC Materials & Technologies, LLC	902 Hendricks Dr.	Lebanon	21Fund	\$99,843.00	SBIR/STTR Match
310	Independence Science, LLC	1281 Win Hentschel Blvd	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
311	Indiana Microelectronics, LLC	1281 Win Hentschel Blvd	West Lafayette	21Fund	\$95,712.00	SBIR/STTR Match
282	Indiana Nanotech, LLC	351 West 10th St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
325	Indiana Nanotech, LLC	351 West 10th St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
07-308	Indiana Sports Corporation	201 S. Capital Ave.	Indianapolis	EDF	\$500,000.00	Economic Development Program
11-1010	Indiana University	620 Union Dr	East Chicago	EDF	\$2,000,000.00	Economic Development Program
272	Information In Place, Inc.	501 N Morton St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
297	Information In Place, Inc.	501 N Morton St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
298	Information In Place, Inc.	501 N Morton St.	Bloomington	21Fund	\$350,000.00	SBIR/STTR Match

ADDITIONAL BY THE ECONOMIC DEVELOPMENT
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
273	Information In Place, Inc.	501 N Morton St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
321	Information In Place, Inc.	501 N Morton St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
302	Innovative Energy Solution, Inc.	9839 Industrial Court	Highland	21Fund	\$100,000.00	SBIR/STTR Match
266	Innovative Energy Solution, Inc.	9839 Industrial Court	Highland	21Fund	\$69,999.42	SBIR/STTR Match
273	InSpace, LLC	3495 Kent Ave	West Lafayette	21Fund	\$98,475.00	SBIR/STTR Match
312	IV Diagnostics, LLC	1281 Win Hentschel Blvd	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
313	Jabiru Software and Services, LLC	3819 Sunnycroft Place	West Lafayette	21Fund	\$99,900.00	SBIR/STTR Match
331	Jabiru Software and Services, LLC	3819 Sunnycroft Place	West Lafayette	21Fund	\$99,900.00	SBIR/STTR Match
251	Jabiru Software and Services, LLC	3819 Sunnycroft Place	West Lafayette	21Fund	\$99,792.00	SBIR/STTR Match
726101103	Jesubi, LLC	1311 W. 96th St.	Indianapolis	21Fund	\$500,000.00	21 Fund Investment
277	Kylin Therapeutics, Inc.	3000 Kent Ave	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
11-034	Lawrence County Economic Growth Council Inc.	1116 16th St.	Bedford	EDF	\$3,404.67	Shovel Ready Program
11-001	Lawrence County Economic Growth Council Inc.	1116 16th St.	Bedford	SCIRP	\$35,000.00	Regional Development
0355	LewTech Company, Inc.	7112 Nighthawk Dr.	Fort Wayne	21Fund	\$69,993.00	SBIR/STTR Match
252	LewTech Company, Inc.	7112 Nighthawk Dr.	Fort Wayne	21Fund	\$69,921.18	SBIR/STTR Match
291	LewTech Company, Inc.	7112 Nighthawk Dr.	Fort Wayne	21Fund	\$79,906.00	SBIR/STTR Match
0359	Lite Machines Corporation	1291 Cumberland Avenue	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
0342	Logical Semantics, Inc.	351 West 10th St, Suite 347	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
0350	Logical Semantics, Inc.	351 West 10th St, Suite 347	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
0357	Lono, LLC	1111 N. Frances St.	South Bend	21Fund	\$75,000.00	SBIR/STTR Match
294	M4 Sciences, LLC	1201 Cumberland Ave, Ste. A	West Lafayette	21Fund	\$350,000.00	SBIR/STTR Match
306	M4 Sciences, LLC	1201 Cumberland Ave, Ste. A	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
0349	M4 Sciences, LLC	1201 Cumberland Ave, Ste. A	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
09-002	Martin County Economic Development Corporation	600 S Kentucky Ave	Loogootee	SCIRP	\$174,000.00	Regional Development Administrative
10-1008	McClure Services, LLC (Purdue Research Park)	1281 Win Hentschel Blvd	West Lafayette	EDF	\$500,000.00	Economic Development Program
0343	Microfluidic Innovations, LLC	1281 Win Hentschel Blvd	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
260	MNB Technologies, Inc.	1194 E. Winners Circle	Bloomington	21Fund	\$99,938.00	SBIR/STTR Match
299	MNB Technologies, Inc.	1194 E. Winners Circle	Bloomington	21Fund	\$79,984.00	SBIR/STTR Match

ECONOMIC INCENTIVES AND COMPLIANCE REPORT
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
261	Mudawar Thermal Systems, Inc.	1291 Cumberland Ave	West Lafayette	21Fund	\$69,763.21	SBIR/STTR Match
0345	My Health Care Manager, Inc.	8520 Allison Pointe Blvd., Ste. 230	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
0354	Nanovis, LLC	5865 E. St. Rd. 14	Columbia City	21Fund	\$75,000.00	SBIR/STTR Match
10-1233	Norco Industries, Inc. (dba Flo-Dynamics)	2600 Jeanwood Dr	Elkhart	TSAP	\$5,000.00	Trade Show Assistance
08-002	North Central Indiana Business Assistance Center, Inc.	418 So. Main St.	Elkhart	LEDO	\$200,000.00	Regional Development Program
11-1012	Northwest Indiana Forum, Inc.	6100 Southport Rd	Portage	EDF	\$49,000.00	Economic Development Program
327	Nutrabiotech, LLC	3000 Kent Ave	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
303	Odyssian Technology, LLC	511 E. Colfax Ave	South Bend	21Fund	\$100,000.00	SBIR/STTR Match
0365	Omega Micro Technologies, Inc.	3495 Kent Ave, Ste M100	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
0358	Omega Micro Technologies, Inc.	3495 Kent Ave, Ste M100	West Lafayette	21Fund	\$69,999.58	SBIR/STTR Match
715091095	OrthoPediatrics Corp.	210 N Buffalo St.	Warsaw	21Fund	\$2,000,000.00	21 Fund Investment
278	PartTec, Ltd.	2620 N. Walnut St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
290	PC Krause & Associates Inc	3000 Kent Ave., Suite C1-100	West Lafayette	21Fund	\$69,998.00	SBIR/STTR Match
322	PC Krause & Associates Inc	3000 Kent Ave., Suite C1-100	West Lafayette	21Fund	\$100,000.00	SBIR/STTR Match
323	PC Krause & Associates Inc	3000 Kent Ave., Suite C1-100	West Lafayette	21Fund	\$69,993.59	SBIR/STTR Match
0340	PC Krause & Associates Inc	3000 Kent Ave., Suite C1-100	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
0360	PC Krause & Associates Inc	3000 Kent Ave., Suite C1-100	West Lafayette	21Fund	\$75,000.00	SBIR/STTR Match
11-036	Perry County Development Corporation	601 Main St. Ste A, PO Box 731	Tell City	EDF	\$10,000.00	Shovel Ready Program
131443	PharmacoPhotonics, Inc. (dba FAST Diagnostics)	351 W. 10 th Street, Suite 318	Indianapolis	21Fund	\$1,000,000.00	21Fund Investment
131454	Policy Stat, LLC	1311 West 96th Street	Indianapolis	21Fund	\$500,000.00	21Fund Investment
07-849	Posey County Co-op	817 W. 4th st	Mt. Vernon	IDGF	\$140,000.00	Local Infrastructure
09-001	Prager Co.	216 W. Court St.	Paoli	SCIRP	\$174,000.00	Regional Development
09-1180	Preston Farms, LLC	3055 W Bradford Rd. NE	Palmyra	TSAP	\$5,000.00	Trade Show Assistance
0337	ProCure Treatment Centers, Inc.	420 N Walnut St	Bloomington	21Fund	\$75,000.00	SBIR/STTR Match
255	Prosolta, Inc.	351 W. 10th St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
11-014	Purdue University	1080 Schleman Hall	West Lafayette	SCIRP	\$150,000.00	Regional Development

COMBINED INCOME AND EXPENSE REPORT
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
10-1005	Radius Indiana, Inc.	300 HWY 361	Crane	LEDO	\$150,000.00	Regional Development Program
10-013	Radius Indiana, Inc.	300 HWY 361	Crane	SCIRP	\$427,500.00	Regional Development
250	RemSense, Inc.	50849 Hawthorne Meadow Dr	South Bend	21Fund	\$99,434.11	SBIR/STTR Match
280	RFWare, LLC.	1723 Rockne Dr.	South Bend	21Fund	\$70,000.00	SBIR/STTR Match
0348	Rimedion, Inc.	351 W. 10 th Street, Suite 514	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
0364	Rimedion, Inc.	351 W. 10 th Street, Suite 514	Indianapolis	21Fund	\$75,000.00	SBIR/STTR Match
246	Scientific Methods, Inc.	12441 Beckly St.	Granger	21Fund	\$70,000.00	SBIR/STTR Match
296	Selican Technologies, Inc.	8681 Jaffa Court East Dr.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
271	Sertech Heating and Air Conditioning, Inc.	201 E. Main St.	Portland	21Fund	\$77,173.00	SBIR/STTR Match
10-1235	Shuttleworth LLC	10 Commercial Rd	Huntington	TSAP	\$5,000.00	Trade Show Assistance
231	Simulex, Incorporated	3482 McClure Ave	West Lafayette	21Fund	\$350,000.00	SBIR/STTR Match
287	Sky Sight Technologies, LLC	4916 Hollopeter Rd.	Leo	21Fund	\$80,000.00	SBIR/STTR Match
330	Sky Sight Technologies, LLC	4916 Hollopeter Rd.	Leo	21Fund	\$75,000.00	SBIR/STTR Match
0361	Sky Sight Technologies, LLC	4916 Hollopeter Rd.	Leo	21Fund	\$75,000.00	SBIR/STTR Match
0356	Smart Systems Technologies, Inc.	9155 East 146th Street	Noblesville	21Fund	\$ 74,967.98	SBIR/STTR Match
326	SonarMed, Inc.	5513 W. 74th St.	Indianapolis	21Fund	\$100,000.00	SBIR/STTR Match
131528	SonarMed, Inc.	5513 W. 74th St.	Indianapolis	21Fund	\$500,000.00	21Fund Investment
10-011	South-Central Indiana Regional Ec. Dev. Corporation	P.O. 281	Paoli	SCIRP	\$200,000.00	Regional Development
11-015	South-Central Indiana Regional Ec. Dev. Corporation	P.O. 281	Paoli	SCIRP	\$35,000.00	Regional Development
131445	SproutBox, LLC	400 W. 7th St., Suite 200	Bloomington	21Fund	\$1,000,000.00	21Fund Investment
335	Stimulus Engineering Services, Inc.	411 N. JFK Ave.	Loogootee	21Fund	\$75,000.00	SBIR/STTR Match
131452	Stray Light Optical Technologies Inc.	821 South Lake Road South	Scottsburg	21Fund	\$500,000.00	21Fund Investment
09-925	Switzerland County Redevelopment Comm'n	21 B. Ballard Rd	Florence	IDGF	\$25,000.00	Local Infrastructure
0339	Technology Service Corporation	116 W. 6 th Street; Suite 200	Bloomington	21Fund	\$75,000.00	SBIR/STTR Match
247	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$99,992.00	SBIR/STTR Match
248	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$99,958.09	SBIR/STTR Match
257	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$69,994.20	SBIR/STTR Match
265	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$98,972.00	SBIR/STTR Match
279	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$69,989.00	SBIR/STTR Match

GEORGETOWN, INDIANAPOLIS AND COMPTON, ILLINOIS
All Other Grants

Project ID	Recipient (Company) Name	Street Address	City	Fund	Amount	Purpose
318	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$99,953.00	SBIR/STTR Match
319	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$99,969.00	SBIR/STTR Match
328	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$75,000.00	SBIR/STTR Match
329	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$75,000.00	SBIR/STTR Match
0336	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$75,000.00	SBIR/STTR Match
0353	Techshot, Inc.	7200 Highway 150	Greenville	21Fund	\$75,000.00	SBIR/STTR Match
210	The Academic Edge, Inc.	108 E. 14th St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
270	The Academic Edge, Inc.	108 E. 14th St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
295	The Academic Edge, Inc.	108 E. 14th St.	Bloomington	21Fund	\$100,000.00	SBIR/STTR Match
274	This Old Farm, Inc.	7206 N. 950 E.	Darlington	21Fund	\$78,705.00	SBIR/STTR Match
08-897	Town of Milan	211 W. Carr St.	Milan	IDGF	\$7,500.00	Local Infrastructure
213	Trellis Growing Systems, LLC	2427 S. Hadley Rd.	Fort Wayne	21Fund	\$73,734.00	SBIR/STTR Match
10-1227	Tru-Flex Metal Hose, LLC	2391 S. State Rd 263	West Lebanon	TSAP	\$5,000.00	Trade Show Assistance
10-1226	Universal Blower PAC Inc	440 Park 32 W. Dr	Noblesville	TSAP	\$5,000.00	Trade Show Assistance
09-923	Vermillion County	11993 South State Rd 63	Clinton	IDGF	\$145,000.00	Local Infrastructure
131562	VoCare, Inc.	5225 Exploration Dr	Indianapolis	21Fund	\$1,000,000.00	21Fund Investment
726101104	Wellfount Corporation (dba Wellfount Pharmacy)	5704 W. 79th St.	Indianapolis	21Fund	\$1,000,000.00	21 Fund Investment
10-006	Westgate @ Crane Authority, Inc.	P.O. Box 86	Crane	LEDO	\$60,000.00	Regional Development Program
11-1000	Westgate @ Crane Authority, Inc.	P.O. Box 86	Crane	TDGF	\$1,000,000.00	Technology Park Development
309-B	Wolf Technical Services, Inc.	9855 Crosspoint Blvd., Ste. 126	Indianapolis	21Fund	\$30,172.00	SBIR/STTR Match
309-A	Wolf Technical Services, Inc.	9855 Crosspoint Blvd., Ste. 126	Indianapolis	21Fund	\$70,000.00	SBIR/STTR Match
320	Xtreme ADS Limited	2701 Enterprise Dr.	Anderson	21Fund	\$99,999.00	SBIR/STTR Match
102091040	Xtreme ADS Limited	2701 Enterprise Dr.	Anderson	21Fund	\$1,000,000.00	21 Fund Investment
268	Zeeko Technologies, LLC	3495 Kent Ave	West Lafayette	21Fund	\$84,321.00	SBIR/STTR Match

ICED
8/25/11
EX. 6

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT
(2010 Committee Findings and Recommendations & 2011 Legislation)

1. *Best practices in state and local economic development policies and activities.*

2010 Findings

- The 21st Century Research and Technology Fund has a useful and important role in economic development in Indiana.
- Economic development collaboration between the state and local governments in Indiana and between the states in the Midwest region should be enhanced.

2010 Recommendations

- Make the Economic Development Study Committee a statutory committee to sunset on December 31, 2014, with a membership including legislative and non-legislative members, in order to study economic development on a regional, national, and global scale.
- Review existing funding for the state's economic development incentives to see if resources can be moved to the Capital Access Program. Require peer review of the business merits of the loan applicant's proposed business and business plan. Require loan recipients to participate in specified technical assistance programs.
- Encourage more collaboration between IEDC and local economic development organizations.
- Formalize regional collaboration on economic development efforts in Indiana, and explore new economic development tools available for regional economic development activities.
- Participate with other states to develop a structure for collaboration on economic development policies in the Midwest.
- Better define IEDC functions to further improve the effectiveness of Indiana's economic development efforts.
- Improve the flexibility of local government economic development incentives.
- Encourage further study to determine the methods for eliminating or reducing the personal property tax statewide. Consider providing local governments the option of eliminating or abating personal property tax for new investment and economic development purposes.

2011 Legislation

- Made the Interim Study Committee on Economic Development (ICED) a statutory committee, set to expire December 31, 2014. HEA 1004-2011, SECTION 1 (IC 2-5-31.8).
- Directs the secretary of state to develop and maintain a web site designed to allow startups and established businesses to submit information simultaneously to various state agencies in order to comply with state law. HEA 1006, SECTION 1 (IC 4-5-10-1).
- Establishes price preferences at the county level for businesses located in the same county as a purchasing political subdivision. HEA 1004-2011, SECTION 22 (IC 5-22-15-20.9).

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

(2010 Committee Findings and Recommendations & 2011 Legislation)

- Requires the IEDC to include the following in its strategic economic development plan:
 - (i) Identification of economic regions in Indiana and the methods by which the IEDC will increase collaboration between the IEDC and local economic development organizations.
 - (ii) Methods by which the IEDC will increase collaboration with state economic development organizations in the states contiguous to Indiana.

HEA 1006-2011, SECTION 3 (IC 5-28-6-1) and SECTION 4 (IC 5-28-6-2).

- Requires the IEDC:
 - (i) to collaborate with local economic development organizations; and
 - (ii) report on the results of that collaboration annually to the ICED by August 1.

HEA 1004-2011, SECTION 25 (IC 5-28-11-10),

- Transfers administration of the microenterprise partnership program from the IEDC to the Indiana Housing and Community Development Authority. HEA 1192-2011, SECTION 1 (IC 5-20-7), SECTION 2 (IC 5-20-8), SECTION 3 (IC 5-28-17-1), SECTION 4 (IC 5-28-18-2), SECTION 5 (IC 5-28-18-6), SECTION 6 (IC 5-28-18-7), SECTION 8 (repeals IC 5-28-19), and SECTION 9 (noncode).

- Establishes the young entrepreneurs program, which is a program conducted by the IEDC to match young entrepreneurs with location offers from bidding communities in Indiana. HEA 1251-2011, SECTION 1 (IC 5-28-35).

- Allows Perry County to use CEDIT revenues for improvement of the Perry County jail. HEA 1252-2011, SECTION 1 (IC 6-3.5-7-5), SECTION 2 (IC 6-3.5-7-12), SECTION 3 (IC 6-3.5-7-13.1), and SECTION 4 (IC 6-3.5-7-27.5).

- Allows a county, city, or town to adopt an ordinance or resolution to transfer CEDIT revenue to its general fund. HEA 1275-2011, SECTION 1 (IC 6-3.5-7-12.7).

- Provides a local option hiring incentive that allows a city or county that receives CAGIT, COIT, or CEDIT revenues to use those revenues to pay hiring incentives to a business that hires local workers under an agreement between the business and the city or county. HEA 1007-2011, SECTION 10 (IC 6-3.5-9).

- Removes an exception in the procedure for enlarging the boundaries of an existing redevelopment project area that allowed the IEDC to make certain findings instead of the local redevelopment commission. HEA 1004-2011, SECTION 147 (IC 36-7-14-15) (redevelopment commission) and SECTION 151 (IC 36-7-15.1-8) (metropolitan development commission).

- Allows a unit to pledge its certified shares of county adjusted gross income tax (CAGIT) revenue or its distribution of county economic development income tax (CEDIT) revenue for use by the unit's redevelopment commission for property acquisition, rehabilitation, payments for debt service on bonds, or lease rental payments. HEA 1004-2011, SECTION 148 (IC 36-7-14-25.5) (redevelopment commissions) and SECTION 152 (IC 36-7-15.1-17.5) (metropolitan development commission).

- Removes a requirement that the IEDC make certain findings before the boundaries of an existing economic development area may be enlarged. HEA 1004-2011, SECTION 150 (IC 36-7-14-41) (redevelopment commissions) and SECTION 156 (IC 36-7-15.1-57) (metropolitan development commission).

- Allows the city of Westfield to establish a professional sports development area before January 1, 2013. HEA 1004-2011, SECTION 157 (IC 36-7-31.3-9).

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

(2010 Committee Findings and Recommendations & 2011 Legislation)

- Provides that a county or municipality that joins a regional development authority (other than the Northwest Indiana Regional Development Authority) after June 30, 2011, and before July 1, 2013, is only required to make a contribution from its distribution of certified distributions of CEDIT revenue equal to the amount of revenue generated by a CEDIT rate of 0.025% in the county (otherwise the rate is 0.05%). HEA 1004-2011, SECTION 158 (IC 36-7.6-4-2).

2. *The use and effectiveness of tax credits and deductions.*

2010 Findings

- Local economic development tools represent a preponderance of the incentive dollars in many economic development transactions.

2010 Recommendations

- Encourage IEDC to study whether tax policy and incentive programs should be adjusted to provide more emphasis on small, mid-sized, and entrepreneurial growth companies serving regional or national markets, and that are in the early stages of growth.
- Maintain the Neighborhood Assistance Program tax credit.
- Maintain the historic rehabilitation tax credit.

2011 Legislation

- Eliminates deductions for net operating loss carrybacks against adjusted gross income after December 31, 2011. HEA 1004-2011, SECTION 56 (IC 6-3-2-2.5).
- Terminates awards of the teacher summer employment income tax credit after December 11, 2011. HEA 1004-2011, SECTION 61 (IC 6-3.1-2-8).
- Changes the definition of "vacant industrial facility" to allow more buildings to qualify for the industrial recovery income tax credit. Between December 31, 2010, and January 1, 2015, a building must have at least 50,000 square feet (down from 250,000 square feet); after December 31, 2014, a building must have at least 100,000 square feet. The building must have been placed in service 15 years ago (down from 20) and must have been vacant for one year (down from two years). HEA 1005-2011, SECTION 2 (IC 6-3.1-11-15).
- Terminates awards of the maternity home income tax credit after December 11, 2011. HEA 1004-2011, SECTION 62 (IC 6-3.1-14-9).
- Suspends the application fee for the venture capital investment income tax credit during the period beginning July 1, 2011, and ending June 30, 2013. HEA 1004-2011, SECTION 66 (IC 6-3.1-24-7).
- Raises the limit on the amount of venture capital investment income tax credits that may be claimed in a calendar year for investment in a particular business from \$500,000 to \$1,000,000 beginning January 1, 2011. HEA 1004-2011, SECTION 67 (IC 6-3.1-24-8).
- Extends the deadline for investments that qualify for the venture capital investment income tax credit to December 31, 2014. HEA 1004-2011, SECTION 68 (IC 6-3.1-24-9).

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

(2010 Committee Findings and Recommendations & 2011 Legislation)

- Terminates awards of the income tax credit for offering health benefit plans after December 31, 2011. HEA 1004-2011, SECTION 69 (IC 6-3.1-31-14).
- Terminates awards of income tax credits for costs incurred in offering a wellness program after December 31, 2011. HEA 1004-2011, SECTION 71 (IC 6-3.1-31.2-11).
- Extends the property tax exemption for enterprise information technology equipment to January 1, 2017. HEA 1007, SECTION 1 (IC 6-1.1-10-44).
- Allows a designating body to specify an alternate customized schedule of deduction percentages for property tax deductions awarded in economic revitalization areas. HEA 1007, SECTION 5 (IC 6-1.1-12.1-4), SECTION 6 (IC 6-1.1-12.1-4.5), and SECTION 9 (IC 6-1.1-12.1-17).

3. *Whether there are any specific sectors of the economy for which Indiana might have comparative advantages over other states.*

2010 Findings

- None.

2010 Recommendations

- Require IEDC to conduct a statewide study to determine specific economic sectors that should be emphasized for economic development purposes by the state and by individual regions in Indiana.

2011 Legislation

- Requires the IEDC:
 - (i) to conduct a statewide study "to determine specific economic sectors that should be emphasized by the state and local economic development organizations within geographic regions in Indiana"; and
 - (ii) report the results of this study to the ICED.HEA 1004-2011, SECTION 23 (IC 5-28-6-1).

4. *The extent to which Indiana's tax laws encourage business investment, and any improvements that might be made to Indiana's tax laws.*

2010 Findings

- Insufficient access to capital for growth companies in Indiana is restricting economic development.
- Indiana's corporate income tax and personal property tax rates are high in comparison to Midwestern states and other U.S. states and may be a hindrance to Indiana's competitiveness.

2010 Recommendations

- Begin to restructure Indiana's corporate income tax rate and accompanying credits and deductions to establish as low an overall rate as possible while protecting the state's revenue stream and simplify administration and compliance for both businesses and the state to lower costs and improve competitiveness.

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT
(2010 Committee Findings and Recommendations & 2011 Legislation)

2011 Legislation

- Phases in reduction of the corporate adjusted gross income tax rate from 8.5% to 6.5% in 0.5% increments beginning July 1, 2012, and ending July 1, 2015. HEA 1004-2011, SECTION 54 (IC 6-3-2-1).

5. *The extent to which Indiana's education systems support economic development.*

2010 Findings

- The entrepreneurship culture in Indiana could be strengthened through educational programming. Commercialization of university-based research is vital to Indiana's economic development.
- Vocational programs are most successful when focused on strong local industry sectors and regional industry clusters.

2010 Recommendations

- Encourage the State Board of Education and the Commission for Higher Education to develop entrepreneurship education programs at the K-12, higher education, and work force development levels.
- Ensure that vocational programs and work force development programs funded through the state are responsive to local industry sectors and regional industry clusters to maximize the effectiveness of the investments made in Indiana's community college system.
- Support and expand technology and innovation commercialization programs at Indiana's universities.

2011 Legislation

- Requires the commission for higher education to cooperate with the state board of education and the department of workforce development to develop entrepreneurship programs for elementary and secondary schools, higher education, and individuals in the work force. HEA 1004-2011, SECTIONS 127 (IC 21-18-8-5) and 129 (IC 22-4.1-4-5).
- Allows school corporations to include instruction on entrepreneurship in curricula for grades 9 through 12. Directs the department of education, in cooperation with the commission on higher education and the IEDC, to develop curriculum guides for instruction in entrepreneurship. HEA 1006-2011, SECTION 5 (IC 20-30-6-17).
- Directs the commission for higher education to inventory entrepreneurship programs offered by Indiana postsecondary institutions and to publish the inventory on the commission's web site. HEA 1006-2011, SECTION 6 (IC 21-18-9-6).

INTERIM STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

(2010 Committee Findings and Recommendations & 2011 Legislation)

6. The benefits of existing community revitalization enhancement districts and possible new community revitalization enhancement districts as an economic development tool.

2010 Findings

- Community revitalization enhancement districts are a strong tool for local economic development efforts in Indiana, but must be balanced with their revenue impact.

2010 Recommendations

- None.

2011 Legislation

- Establishes necessary conditions before a community revitalization enhancement district (CRED) may be designated relating to:

- (i) housing price depression in the jurisdiction of the designating body;
- (ii) the level of unemployment in the jurisdiction of the designating body; and
- (iii) the characteristics of the industrial facility contained within the proposed district.

HEA 1004-2011, SECTION 144 (IC 36-7-13-12.3).

- Limits the revenues that all Delaware County CREDs in aggregate may derive from sales tax and adjusted gross income tax increments to \$2,000,000 per state fiscal year. HEA 1004-2011, SECTION 146 (IC 36-7-13-15).

ICED
8/25/11
EX.7

INDYSTAR.COM

Top Ind. entrepreneurs to talk at conference



Written by

Star report

7:52 AM, Aug. 22, 2011|

Ari Weinzwieg, co-founder of Zingerman's Delicatessen, will join more of Indiana's top entrepreneurs at a statewide conference this fall.

The Entrepreneurial Network, or TEN, a consortium of more than 160 Hoosier company founders, created the TEN Conference to be held Thursday, Sept. 15, at the Commons Conference Center in Columbus. Ten entrepreneurs will speak at this inaugural daylong event, discussing discoveries they've made while growing their businesses.

Weinzwieg will talk about co-founding his delicatessen in Ann Arbor, Mich. The company has been dubbed the "Coolest Company in America" by Inc. Magazine. His deli's success led to a number of other food-related enterprises, and today, Zingerman's Community of Businesses generates more than \$35 million in revenues and employs more than 500 workers. The company has a catering arm, coffee company, bakery, creamery, mail-

order operation and staff-training consultancy.

Other speakers include Ron Brumbarger, Bitwise Solutions; Matt Hunkler, Verge Indy; Brent Tilson, Tilson HR; Brad Wisler, SproutBox; Cathy Langham, Langham Logistics; James Burnes, Mobiltopia, Project Brilliant; David Hoeft, Export USA; Tony Scelzo, Rainmakers; Daniel Orr, FARMbloomington; and Charlie Weikert, an entrepreneur and yo-yo enthusiast.

Registration is online at www.tenconference.com.

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Phone (812) 477-0881
Fax (812) 421-5883

inconstruction.org

ICED
8/25/11
Ex. 8

Why Geographic Bid Preferences on Public Works Projects are a Bad Idea



Geographic bid preferences build walls to open competition.

Bid preferences upset the free market forces that ensure adequate competition.

Fewer non-local contractors will be willing to go through the expense of bidding because they know the likelihood of being awarded the project is slim.

A decrease in the number of bidders on a project means less competition, driving up the cost to taxpayers.

Surrounding areas will likely respond by enacting their own preferential system, which will harm the same firms that the local agency is trying to benefit.

Preserve the Open, Competitive Bid Laws for Public Works Projects



Assures the vendor community that all interested parties are getting the same information and, if they respond as directed, they will be evaluated in an equal fashion.

Assures taxpayers that their funds are being spent equitably and fairly.

The purpose of the competitive bidding statutes is to safeguard the public against fraud, favoritism, graft, extravagance, improvidence and corruption and to insure honest competition for the best work or supplies at the lowest reasonable cost.

2004 Indiana Court of Appeals, Town of New Ross v. Ferretti

Statutes that provide for free and open bidding on public works projects are designed to protect the rights of the public by ensuring that the process is competitive.

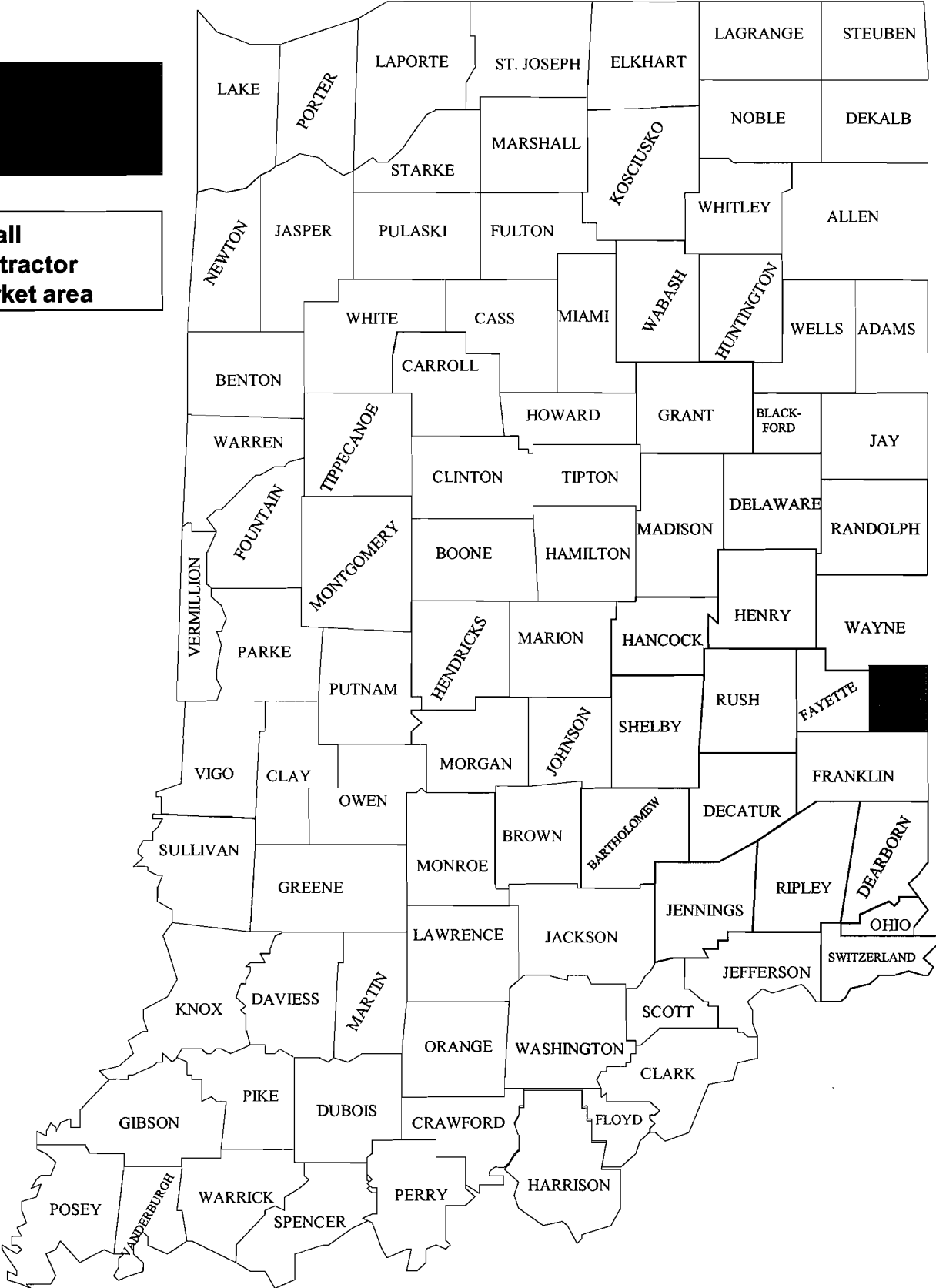
2000 Indiana Court of Appeals, Brooks v. Gariup Const. Co., Inc.



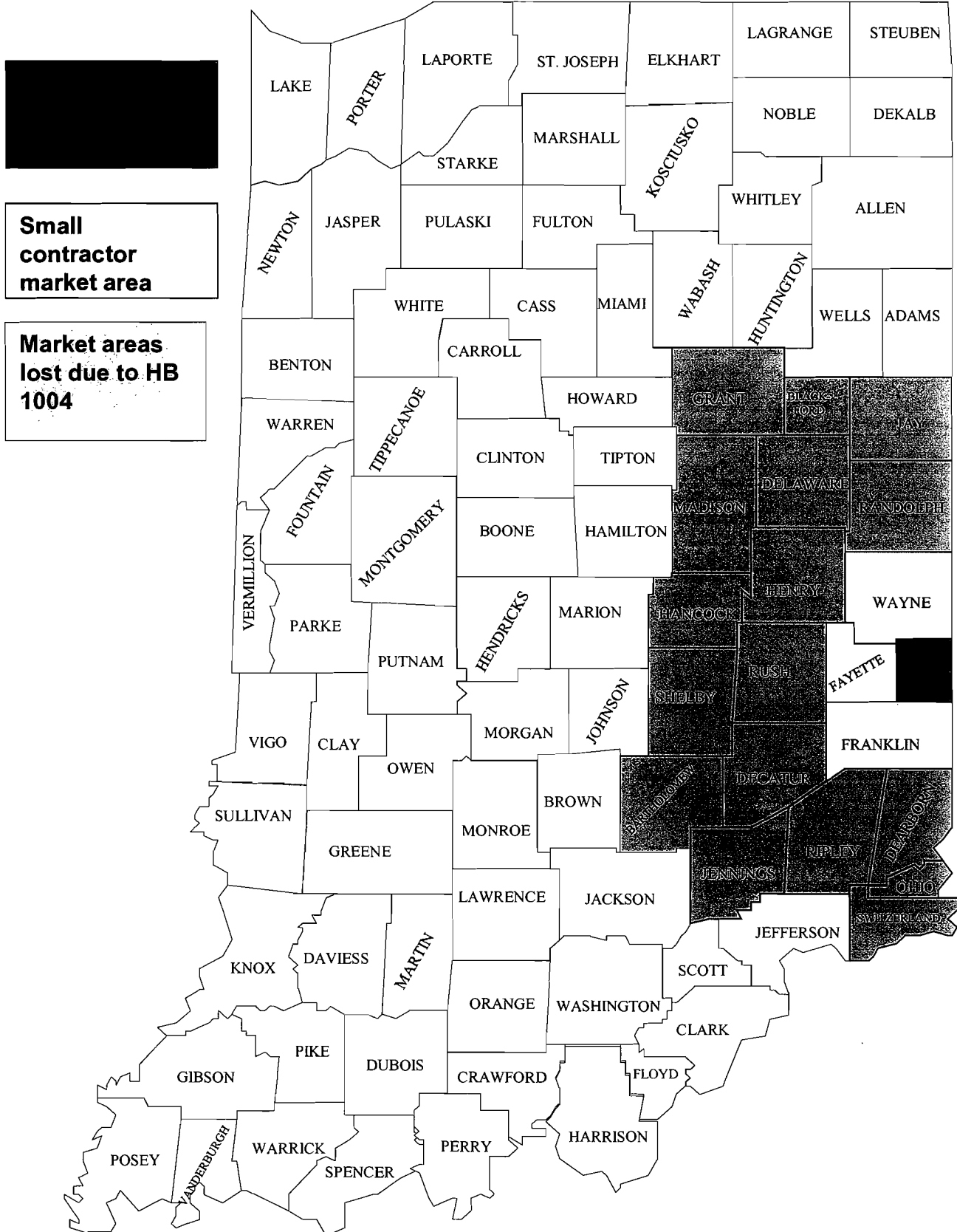
Quality People. Quality Projects.

Market area of small contractor HQ'd in Union County as of 6/30/11

Small contractor market area



**Market area of small contractor HQ'd in Union County as of 7/1/11
as a result of HB 1004 "buy local" provisions**



HOUSE ENROLLED ACT 1004

Excerpts Related to Price Preference

Public Works

SECTION 142. IC 36-1-12-22 IS ADDED TO THE INDIANA CODE AS A **NEW** SECTION TO READ AS FOLLOWS [EFFECTIVE JULY 1, 2011]: **Sec. 22. (a) The definitions in IC 5-22-15, including the definitions in IC 5-22-15-20.9, apply in this section.**

(b) The procedures described in IC 5-22-15 for determining adjusted offers, price preference percentage, and total adjusted offers apply in this section.

(c) The price preferences stated in IC 5-22-15-20.9 apply in this section.

(d) Notwithstanding provisions of this chapter that require the award of a contract to the lowest responsive and responsible bidder or the lowest responsive and responsible quoter, but subject to subsection (e), a contract shall be awarded to the lowest responsive and responsible local Indiana business that claims the preference provided by this section.

(e) Notwithstanding subsection (d), a contract shall be awarded to the lowest responsive and responsible bidder or quoter, regardless of the preference provided in this section, if the lowest responsive and responsible bidder or quoter is a local Indiana business.

(f) A bidder or quoter that wants to claim the preference under this section must claim the preference in the same manner that a business claims the preference under IC 5-22-15-20.9(f).

Procurement

SECTION 22. IC 5-22-15-20.9 IS ADDED TO THE INDIANA CODE AS A **NEW SECTION** TO READ AS FOLLOWS

[EFFECTIVE JULY 1, 2011]: **Sec. 20.9. (a) This section applies only to a contract awarded by a political subdivision.**

(b) As used in this section, "affected county" refers to a county:

- (1) in which the political subdivision awarding a contract under this article is located; or**
- (2) that is adjacent to the county described in subdivision (1).**

(c) As used in this section, "local Indiana business" refers to any of the following:

- (1) A business whose principal place of business is located in an affected county.**
- (2) A business that pays a majority of its payroll (in dollar volume) to residents of affected counties.**
- (3) A business that employs residents of affected counties as a majority of its employees.**
- (4) A business that makes significant capital investments in the affected counties as defined in rules adopted by the political subdivision.**
- (5) A business that has a substantial positive economic impact on the affected counties as defined by criteria in rules adopted by the political subdivision.**

(d) There are the following price preferences for supplies purchased from a local Indiana business:

- (1) Five percent (5%) for a purchase expected by the purchasing agency to be less than fifty thousand dollars (\$50,000).**
- (2) Three percent (3%) for a purchase expected by the purchasing agency to be at least fifty thousand dollars (\$50,000) but less than one hundred thousand dollars (\$100,000).**
- (3) One percent (1%) for a purchase expected by the purchasing agency to be at least one hundred thousand dollars (\$100,000).**

(e) Notwithstanding subsection (d), a purchasing agency may award a contract to the lowest responsive and responsible offeror, regardless of the preference provided in this section, if the lowest responsive and responsible offeror is a local Indiana business.

(f) A business that wants to claim a preference provided under this section must do all the following:

(1) State in the business's bid that the business claims the preference provided by this section.

(2) Provide the following information to the purchasing agency:

(A) The location of the business's principal place of business. If the business claims the preference as a local Indiana business described in subsection (c)(1), a statement explaining the reasons the business considers the location named as the business's principal place of business.

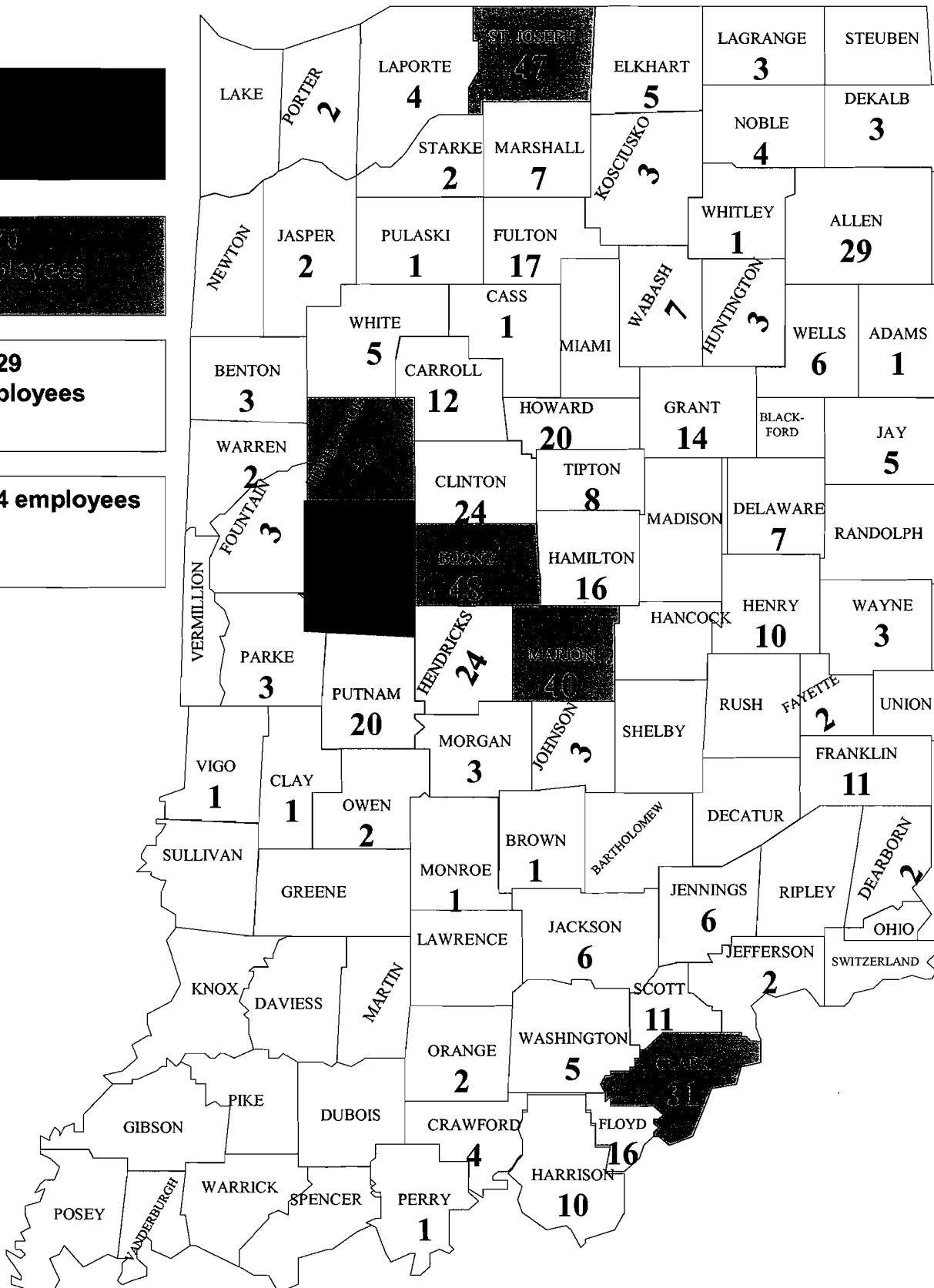
(B) The amount of the business's total payroll and the amount of the business's payroll paid to residents of affected counties.

(C) The number of the business's employees and the number of the business's employees who are residents of affected counties.

(D) If the business claims the preference as a local Indiana business described in subsection (c)(4), a description of the capital investments made in the affected counties and a statement of the amount of those capital investments.

(E) If the business claims the preference as a local Indiana business described in subsection (c)(5), a description of the substantial positive economic impact the business has on the affected counties.

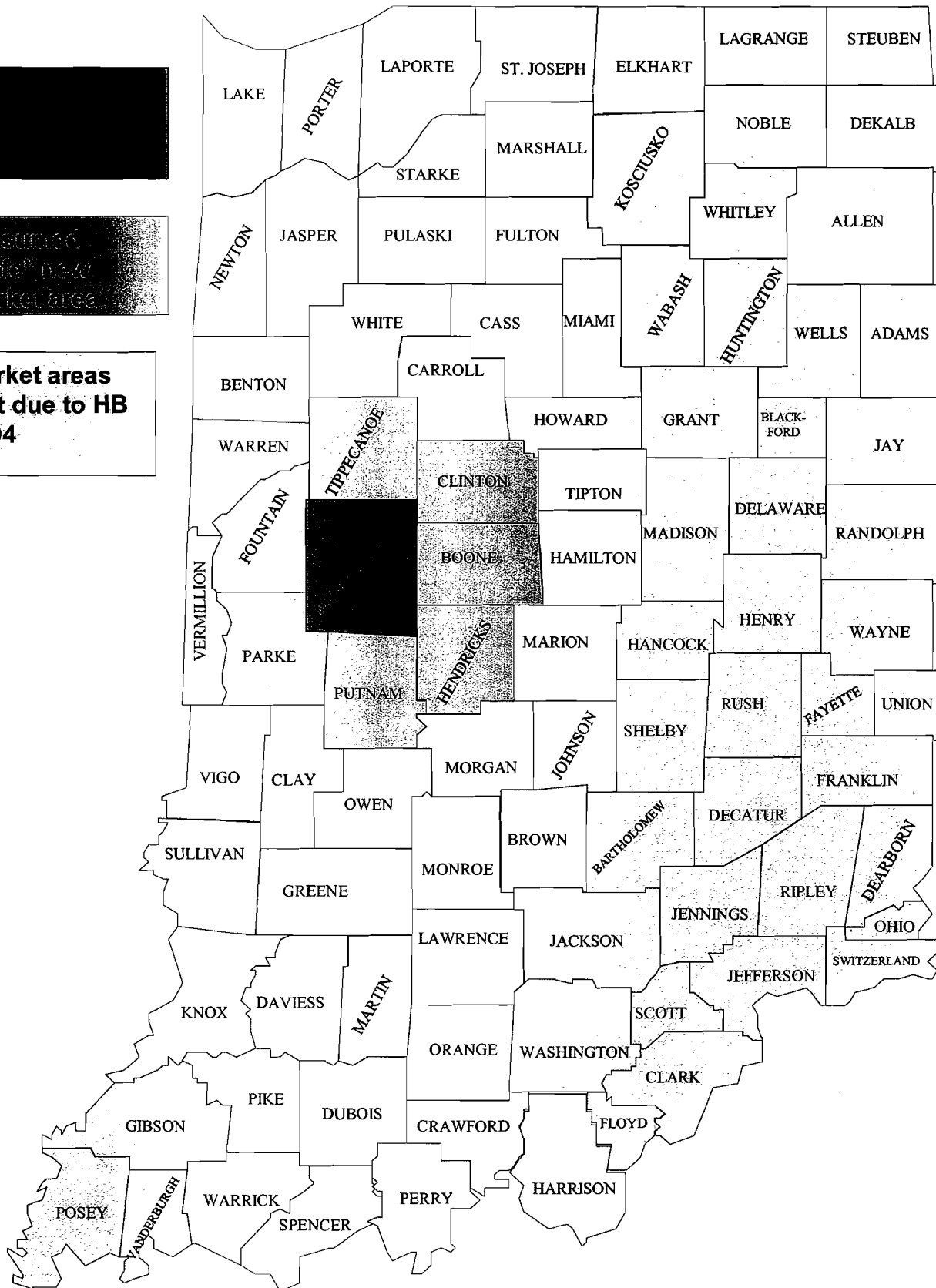
1-14 employees



1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 2676, 2677, 2678, 26

Presumed
"safe" new
market area

Market areas lost due to HB 1004



Indiana Border State Preference Law Comparison

Illinois	
Verification Date	May 2002
Reciprocal Law/Statute	Illinois Procurement Code, 30 ILCS § 500/45-5; Employment of Illinois Workers on Public Works Act, 30 ILCS § 570/0.01.; Steel Products Procurement Act, 30 ILCS § 565/1
Tie-Bid Preference	In the case of a tie bid between an Illinois vendor and an out-of-state vendor, the Illinois vendor shall be given preference over the out-of -state vendor.
Reciprocal Preference	When a contract is awarded to the lowest responsible bidder, a resident Illinois bidder shall be allowed a preference equal to the preference given or required by the state of the non-resident bidder (Reciprocity).
Preference Conditions	<p><u>Correctional Industries</u> Preference is given to Illinois Correctional Industries for certain designated contracts.</p> <p><u>Sheltered Workshops</u> Preference is given to Illinois Sheltered Workshops for the Severely Handicapped for certain designated contracts.</p> <p><u>U.S. Steel</u> Preference is given for products made with steel produced in the United States.</p> <p><u>Coal</u> 10% Preference is given for Illinois coal.</p> <p>Golden rule preference is given to resident bidders over nonresidents to the same extent that the non-resident's state gives preference to in-state bidders; however, on federally funded projects federal law will prevail.</p> <p>If only non-resident contractors are under consideration, purchasing agency may specify that Illinois labor and manufacturing locations be used as part of any applicable manufacturing process. Preference may, under a pilot program, be given to qualified bidders who fulfill state contracts through use of products made of recycled materials if cost of products of recycled materials is not more than 10% greater than product not made of recycled materials. Also, if the state unemployment rate has been over 5% for two consecutive months, all public works contractors are required to employ only Illinois laborers on the project. With limited exceptions, all steel products used in the performance of public works contracts must be produced in the United States.</p>

Kentucky	
Verification Date	December 2010
Reciprocal Law/Statute	KRS §§ 45A.490 - 45A.494
Tie-Bid Preference	Yes
Reciprocal Preference	The Kentucky Model Procurement Code provides for a preference to resident bidders on state construction projects. The preference applies against a nonresident bidder registered in any state that gives or requires a preference to bidders from that state. The preference given is equal to the preference given or required by the state of the nonresident bidder.
Preference Conditions	<p><u>Commodities or Services</u> Preference is to be given in purchasing commodities or services from the Department of Corrections; Division of Prison Industries; Kentucky Industries for the Blind; agencies of individuals with severe disabilities; Incorporated or any other nonprofit corporation that furthers the purposes of KRS Chapter 163.</p> <p><u>Agriculture</u> State agencies, as defined by KRS 45A.505, shall purchase Kentucky-grown agricultural products if the products are available and if the vendor can meet the applicable quality standards and pricing requirements of the state agency.</p>

Sources: www.oregon.gov/DAS/SSD/SPO/reciprocal_detail.shtml and Associated General Contractors of America State Law Matrix

Indiana Border State Preference Law Comparison

Michigan

Verification Date	December 2010
Reciprocal Law/Statute	MCL 18.1268; MCL 18.1261; MCL 24.62
Tie-Bid Preference	No
Reciprocal Preference	A reciprocal preference to a Michigan business against an out-of-state business is allowed for purchases exceeding \$100,000 and if not inconsistent with federal statutes. Under this provision, a Michigan bidder is preferred in the same manner in which the out-of-state bidder would be preferred in its home state. To claim this preference a bidder must <u>certify to being a Michigan business</u> and must authorize the Department of Treasury to release information necessary to verify the entitlement. A business that purposefully or willfully submits a false certification is guilty of a felony, punishable by a fine of not less than \$25,000.
Preference Conditions	<p><u>Michigan Preference</u> A preference is given to products manufactured or services offered by Michigan-based firms if all other things are equal and if not inconsistent with federal statute.</p> <p><u>Printing</u> State Printing Law, Public Act 153 of 1937: All printing for the State of Michigan, except that which is printed for primary school districts, local government units and legal publications for elective state officers, must be printed in Michigan.</p>

Ohio

Verification Date	December 2010
Reciprocal Law/Statute	Preference to Ohio contractors in state contracts: Ohio Rev. Code § 153.012
Tie-Bid Preference	No
Reciprocal Preference	Under § 153.012, an Ohio contractor receives preference in any public improvement contract made or financed by the State, in whole or in part, over out-of-state contractors if the out-of-state contractor receives a bid preference in its home state for the same kind of work.
Preference Conditions	<p><u>Domestic Products</u> First, consider domestic products as defined under federal Buy America laws/rules.</p> <p><u>Supplies, Services and IT</u> The preference only applies to purchases of supplies, services and information technology that use the Invitation to Bid and Reverse Auction processes. Not mandatory for RFPs.</p> <p><u>5% Qualifications</u> To qualify for the 5% preference, bidder must be an "Ohio" bidder; 1) offering product produced, raised, grown or manufactured in Ohio or 2) has significant Ohio economic presence -pays taxes, registered with Ohio Secretary of State and has 10 or more or 75% of workforce located in Ohio.</p> <p><u>Construction & Printed Goods</u> Reciprocal preferences are given to construction and printed goods.</p> <p><u>Mined Products</u> Mined products must be mined in Ohio or in qualifying border states.</p> <p><u>Border States</u> Border state bidders are treated on the same level as Ohio bidders provided the border state does not apply a preference toward Ohio bidders. Currently Indiana (except mined products), Pennsylvania, Kentucky, Michigan and New York are recognized as border states. West Virginia has a preference against Ohio, thus is not recognized as a border state.</p>

Sources: www.oregon.gov/DAS/SSD/SPO/reciprocal_detail.shtml and Associated General Contractors of America State Law Matrix



Indiana Association of
Cities and Towns

ICED
8/25/11
EX 9

CONCERNS WITH THE LOCAL PRICE PREFERENCE LAW

OVERVIEW AND EXAMPLE:

- Applies to purchasing and public works contracts awarded by political subdivisions
- “Local Indiana Business” must be in the county or adjacent county
- Preference:
 - 5% for purchases or contracts less than \$50,000
 - 3% for purchases or contracts \$50,000 and less than \$100,000
 - 1% for purchases or contracts \$100,000 or more
- Vendor’s bid must note desire for preference and provide information
- Local government must recalculate the bid with the preference but award contract in pre-preference bid amount

EXAMPLE: Local government has a public works project estimated at \$100,000. There are two bidders. One bidder claims to be a local Indiana business the other does not. The local bidder bids \$105,000. The non-local bidder bids \$104,000. The local bidder receives a 1% price preference, so this bidder benefits from a bid reduction of \$1050. The local government must count the local bidder’s bid as coming in at \$103,950. The \$103,950 beats the bid of \$104,000, so the local bidder gets the contract. However, the local government pays the local bidder \$105,000 for the contract, which is more than the lowest bid of \$104,000.

CONCERNS:

- We see great potential for litigation over the determination of whether a company is a “local Indiana business.” Litigation is costly and causes delay of projects and purchases.
- Awarding a contract to a company that claims the local Indiana business preference is not an option for political subdivisions – it is a “shall” provision. This means that local governments are mandated to pay a higher cost for products and projects at a time when our budgets are strapped. While cities and towns may wish to award to a local business, there may be instances when cost does not warrant the decision to do so. Having the *option* to award to a local business would be more favorable.
- An adjacent county could be a county in a bordering state.
- Local governments may not be eligible for federal funding including loans and grants because of the new price preference law.

FILED
8/25/11
EX. 10

INDIANA
ENGINEERING EXCELLENCE

"Government does not create jobs; it only creates the conditions that make jobs more or less likely."

Governor Mitchell E. Daniels, Jr.
State of the State Address, January 18, 2005

INDIANA
ENGINEERING EXCELLENCE

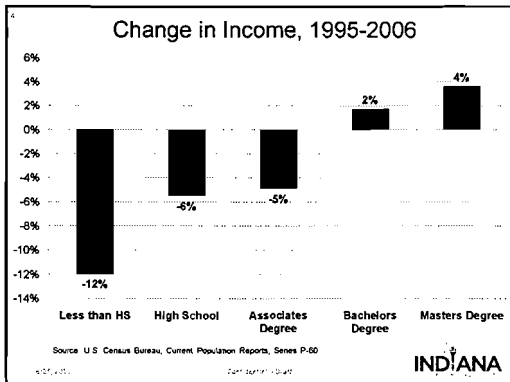
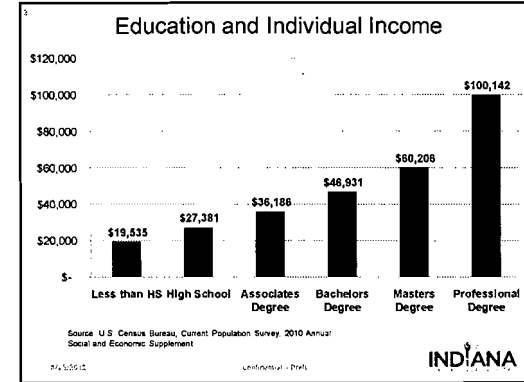
Keys to Economic Success

World Class Workforce
Indiana's educational system is producing the next generation of our workforce. It must ensure that students learn the skills required by their future employers

Competitive and Stable Tax Structure
Maintaining Indiana's overall competitive tax structure and finding ways to reduce burdensome taxes will be critical as many states look to boost revenues with tax hikes

Culture of Entrepreneurship
While many of Indiana's best companies are homegrown, venture capital dollars concentrated on the East and West coasts attempt to lure them away

INDIANA
ENGINEERING EXCELLENCE



World Math Skills

Country	Rank
China (Shanghai)	1
Germany	16
United States	31

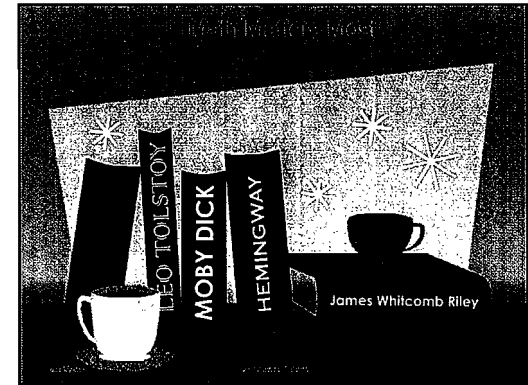
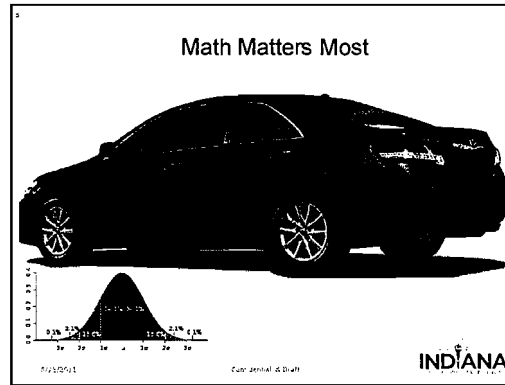
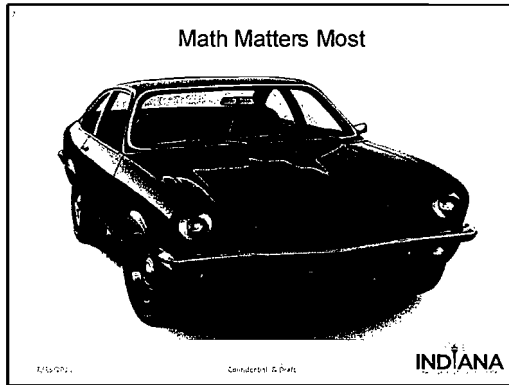
Based on PISA's international scores of 15-year-olds

INDIANA
ENGINEERING EXCELLENCE

World Obsession with Math

- Most of the world has begun emphasizing the importance of math skills
- Indiana and the United States simply must recognize the necessity of math skills in order to allow future generations to compete successfully for jobs against workers in China, India, and other locations

INDIANA
ENGINEERING EXCELLENCE



High Wage Project Trends

Competitive Deals: Average Wage > \$25.00/hr

- 26 projects totaling ~3,200 jobs
- Average Wage = \$36.76/hour
- Incentive Cost per job = \$12,000
- New Income per Incentive Dollar = \$6.37
- Incentive Cost per job (all others) = \$7,795
- New Income per Incentive Dollar (all others) = \$4.43

INDIANA

Math Matters Most

Competitive Deals: Average Wage > \$25.00/hr

- 27% I.T./Engineering sector
- 23% Advanced Manufacturing sector
- 16% Life Sciences sector
- 12% Energy Sector
- 22% Finance/HQ Operations
- High Wage Projects → Concentration in Mathematics Discipline

INDIANA

Gap in Leadership Skills

- Indiana is blessed with abundant privates but we lack the sergeants and lieutenants – the middle manager skill sets

- It is not sufficient anymore to simply be a hard worker
- We must also encourage Indiana citizens to become effective leaders

INDIANA

25

Strategic Focus Areas

STRATEGIC CLUSTERS

Research & Development	Life Sciences	Energy	Vehicles	Defense
Information Technology				
Advanced Manufacturing				
Logistics				


STRATEGIC COMPETENCIES

8/25/2011

CONFIDENTIAL

INDIANA
FOR THE 21ST CENTURY

THANK YOU!

**INDIANA**
ENGINEERING EXCELLENCE

ICED
8/25/11
EX 11

UAEWI REPORT TO THE LEGISLATIVE STUDY COMMITTEE ON ECONOMIC DEVELOPMENT

The UAEWI (Unemployed and Anxiously Employed Workers' Initiative) of the Northeast Indiana Central Labor Council has formed audit teams to review tax abatements and other incentives given to enterprises in Northeast Indiana. We want to know what works and what does not work in retaining and creating good jobs and in increasing the tax base. Our goal is to make sure that we do more of what works and less of what doesn't work. Following are some concerns resulting from our very preliminary review:

Lack of Defined Terms. The following key terms are not defined:

1. Employee/job – Does this include full-time, part-time, temporary, and 1099 workers? Does it include company officers or owners?
2. Payroll – Does this include full-time, part-time, temporary, and 1099 workers? Does it include company officers or owners? Does it include bonuses, benefits, or overtime?

The lack of definitions results in inconsistent reports which have made it impossible for us to measure the effectiveness or ineffectiveness of tax abatements.

Unverified Self-Reporting. Information on the tax abatement application and reporting forms is self-reported by the enterprises. The forms (which are State forms) do not provide adequate instructions for completion resulting in confusion on the part of anyone trying to fill out the forms. No certified payroll, W-2's, or other forms of proof are required for reporting employees/jobs/payroll. The lack of verifying information has made it impossible for us to determine who or what is or isn't being reported and thus unable to measure the effectiveness or ineffectiveness of tax abatements.

Lack of Standards. There are no accounting standards for reporting and reviewing tax abatements. Performance thresholds are rendered meaningless since “jobs” and “payroll” are not defined. Without legitimate markers, we have been unable to measure the effectiveness or ineffectiveness of tax abatements.

Lack of Opportunities for Citizen Input. There is no procedure for reporting fraud, either at the State or local level. Without a means of presenting the independent information we have obtained, we have been unable to determine the role we, as workers and citizens, can play in helping our local officials legitimately measure the effectiveness or ineffectiveness of tax abatements.

ICED
8/25/11
EX. 12.

Indiana's Higher Education System: Support of Economic Development in Indiana

Interim Committee on Economic Development – 8/25/11

Pursuant to Indiana Code 2-5-31.8-3(5) the Interim Committee on Economic Development shall study “the extent to which Indiana’s education system supports economic development.” Below are a number of areas in which Indiana’s postsecondary institutions and system support economic development in Indiana.

- **Indiana’s Strategic Plan for Higher Education – Reaching Higher**
 - Includes higher education as a tool to improve economic development and workforce training in Indiana.
- **Mission Differentiation of Higher Education Institutions**
 - Indiana’s postsecondary institutions are responsive to the economic needs of the state and Hoosier students based on each institution’s mission (research, comprehensive 4 year, and 2 year).
 - Recognizes the impact that research has on Indiana and the growth in economic development by supporting research institutions.
 - The development of a true community college system statewide that adapts to changes in the economic needs of the state and Hoosier students.
 - Focuses on workforce development at the 2 year institution level, including integrating advanced manufacturing programs and degrees based on economic changes in Indiana.
- **Degrees and Programs that benefit Economic Development**
 - CHE reviews degree programs submitted by institutions, allowing a statewide view of academic degree programs offered through all of Indiana’s postsecondary institutions.
 - CHE could include audits and reviews of degree programs to insure effectiveness
 - High School Diplomas received by Hoosier students help determine the best higher education option when seeking a postsecondary degree.
 - Transfer of credit hours and degrees to other institutions is vital
 - Certificates, Technical Certificates, Associate degrees and workforce training should be the focus of Indiana’s 2 year colleges, allowing the comprehensive 4 year institutions and research institutions to focus on bachelor and professional degrees along with research.
- **Technology**
 - Certified Technology Parks allows for economic development in various areas of the state, often times in connection with an Indiana public postsecondary institution.
 - Parks are located in areas such as: New Albany, Columbus, Terre Haute, Jeffersonville, Kokomo, Hammond, Fort Wayne, Indianapolis and Anderson

FILED
8/25/11
EX. 13

INDIANA'S EDUCATION ROUNDTABLE

TO: Education Roundtable

FR: Dan Clark, Executive Director

RE: World-Class Workforce

The immediate mission of the Education Roundtable is to advance education policies that result in a world-class workforce.

1. At least 60%+ of the workforce should graduate from post-secondary education with a college degree or an occupational certification with labor market value.
2. 55% of Indiana high school students graduate with a college-and-career ready diploma and do not need post-secondary remediation.
3. 10%-45% of college students enrolled at public baccalaureate degree institutions graduate with a BA/BS degree in 4 years.
4. 4%-25% of college students enrolled at public associate's degree institutions graduate with an AA/AS/AAS degree in 3 years.
5. Of 100 students who begin high school, 25 are likely to complete a BA/BS degree in 4 years or 14 are likely to complete an AA/AS/AAS degree in 3 years.
6. The combined performance of the secondary education and post-secondary education systems in other states and nations is more likely to educate a world-class workforce.
7. The proportion of US adults ages 55-64 with a college degree ranks 3rd in the world, but the proportion of US adults ages 25-34 with a college degree ranks 12th.
8. 38 states have a greater proportion of adults with a college degree than Indiana.
9. 80% of high school students would have to graduate high school with a college-and-career-ready diploma and not need post-secondary remediation, and then 75% of those students would have to graduate from post-secondary education with a college degree or an occupational certification with labor market value in order for Indiana to educate a world-class workforce.

10. Education and economic growth opportunities should be more closely aligned.
11. The high school assessment system should indicate college-and-career readiness.
12. If a high school student is not making progress toward college-and-career readiness, then the student's instructional program should be changed to that the student graduates from high school with academic foundations sufficient to enter college or workforce training without needing remediation.
13. The high school and post-secondary instructional program for students who are ready for college and careers or who are on track to be being ready for college and careers should be changed so that the student can:
 - A. Graduate from high school by the end of the 11th grade and enroll in post-secondary education without needing remediation.
 - B. Graduate from high school and college with a BA/BS degree in 7- 8 years or less by completing as many as 30 credit hours of dual high school/college credit courses concurrently with a high school diploma.
 - C. Graduate from high school and college with an AA/AS/AAS degree in 5-6 years or less by completing as many as 45 credit hours of dual high school/college credit courses concurrently with a high school diploma.
 - D. Graduate from high school having completed an occupational certification and an AAS degree concurrently with a high school diploma.
14. Local/regional partnerships willing to implement comprehensive changes necessary to educate a world-class workforce should be supported.

INDIANA'S EDUCATION ROUNDTABLE

TO: Indiana Education Roundtable
FROM: Dan Clark, Executive Director
RE: College-and-Career Readiness
DATE: 8/29/2011

Pursuant to a recommendation of the Education Roundtable, the Indiana State Board of Education has adopted the Common Core State Standards for math and English/language arts as the K-12 academic standards. These standards define the knowledge and skills students should acquire during their K-12 education so that they will graduate high school able to succeed in entry-level, credit-bearing academic college courses and in workforce training programs. Forty-four states have voluntarily adopted the Common Core State Standards.

Indiana first adopted academic standards and assessments with the A+ education reform program in 1987, and in 1999, P.L. 221 specified that the state's academic standards be comparable to national and international academic standards (IC 20-31-3-1).

The Indiana Department of Education is working with teachers and administrators to align Indiana's current academic standards with the Common Core State Standards and to incorporate the Common Core State Standards in locally-developed curriculum plans and instructional strategies. Local educators will remain responsible for the implementation of curriculum and instruction.

The Education Roundtable has the statutory responsibility to recommend to the State Board of Education the content and format of the Indiana Statewide Test for Educational Progress (ISTEP), including the graduation exam, and the grade-level passing scores [IC 20-19-4-10 (2)].

The Roundtable will consider a resolution concerning K-12 education assessments at its September 6, 2011 meeting.

In light of Indiana's K-12 education accountability laws, the judicial requirement to incorporate the Common Core State Standards into Indiana's K-12 education curriculum for three (3) years prior to implementing college-and-career-readiness assessments means that revised assessments would be implemented in the 2014-15 academic year.

The purpose of adopting a college-and-career-readiness assessment resolution in 2011 is to anticipate and fulfill our obligation to address the academic needs of students who are not yet ready for college and careers and to enhance the instructional opportunities for students who are ready so that all students will have a greater chance of success.

Because the proportion of jobs in the U.S. economy requiring post-secondary education will exceed 60% by 2018, as will up to 80% of new jobs, a student must attain a high school diploma and a college degree or an occupational certification with labor market value on order to be prepared for work in the global economy.

U.S. Census Bureau data indicate that 33.4% of Indiana's population ages 25-64 has attained a college degree. Because data about the number and quality of occupational certifications is incomplete, the proportion of Indiana's workforce that has attained an occupational certification with labor market value is estimated to be 10% to 15%.

The Education Roundtable's immediate mission to advance education policies that result in a world-class workforce acknowledges that improvements in the quality, productivity and efficiency of Indiana's K-12 education, post-secondary education and workforce training systems are necessary. Indiana and the U.S. should endeavor to regain preeminence in high school education, technical education and lower-division undergraduate education.

To be college-and-career-ready, a high school student must demonstrate proficiency of college-and-career-readiness academic standards, complete a college-and-career-ready diploma and then not need remediation for post-secondary education. Indiana has three high school diplomas that are aligned with college-and-career readiness proficiencies, and two diplomas and two certifications that are indicative of high school completion:

High school performance rate by diplomas and certificates		
College-and-career-ready diplomas	% of total cohort	(of diploma recipients needing college remediation)
Academic Honors Diploma	25%	1%
Technical Honors Diploma	1%	
<u>Core 40 Diplomas</u>	<u>33%</u>	23%
Total	59%	
% of total cohort that attains a high school college-and-career ready diploma and then needs college remediation	4%	
High school diplomas and completion certificates		
General Diploma	21%	55%
General Education Diploma (GED)	2%	
Special Education Certificate	1%	
<u>Course Completion</u>	<u>1%</u>	
Total	25%	
Dropouts	16%	

In 2010, 55% of the students who entered high school in 2006 attained a college-and-career-ready diploma without then needing post-secondary remediation.

Indiana has 14 public university campuses that award bachelor's degrees (four years) and two institutions with 15 campuses that award associate degrees (two years). In 2009, the graduation rates were:

	<u>4 yr. grad. rate*</u>	<u>6 yr. grad. rate*</u>
Flagship campuses (high research)	45%	72%
BA-BS/MA-MS/Ph.D. campuses	21%	43%
BA-BS/MA-MS campuses (regional)	10%	25%
	<u>3 yr. grad. rate</u>	
AA/AS/AAS institutions/campuses	4% - 25%	

*unweighted averages

If 55 of every 100 Indiana high school graduates who have attained a college-and-career ready diploma enrolled in Indiana's public universities awarding Bachelor's degrees:

Five to 25 might graduate with a Bachelor's degree in four years.
14 to 40 might graduate with a Bachelor's degree in six years.

Of the high school students who attained any diploma and then enroll in a public college awarding Associate's degrees, three to 19 graduate with an Associate's degree in three years.

If a world-class workforce requires 60%+ of individuals to complete post-secondary education, then at least 80% of K-12 students must graduate from high school with a college-and-career-ready diploma, and then at least 75% must graduate from college or an occupational certification program.

Accelerating Growth: Indiana's Strategic Economic Development Plan underscores the significance not only of aligning education with the state's economic future, but also of reforming secondary and post-secondary education systems so that substantially more students are prepared for work in the global economy.

Successful 21st Century employment and economic growth depend on increasing the skill and knowledge levels of current and future Hoosier workers...Indiana's educational systems historically have been structured from the institution out, operating on the assumption that the systems' offerings match the economic development needs of the regions of the state, and on the basis that it is the student's obligation to fit in and find his or her way through the systems. These both need to and can be reversed.

Other states and nations are educating a world-class workforce more effectively than Indiana, especially among the youngest age cohort now entering the workforce. According to the Organization for Economic Development and Cooperation, the U.S. ranking of the percentage of the workforce completing a college degree is lowest in the youngest age cohort:

U.S. Rank: % Completing Tertiary Education
(college degree)

Ages 55-64	3 rd
Ages 45-54	5 th
Ages 35-44	6 th
Ages 25-34	12 th

In the U.S., 38 states have a greater proportion of adults with a college degree than Indiana.

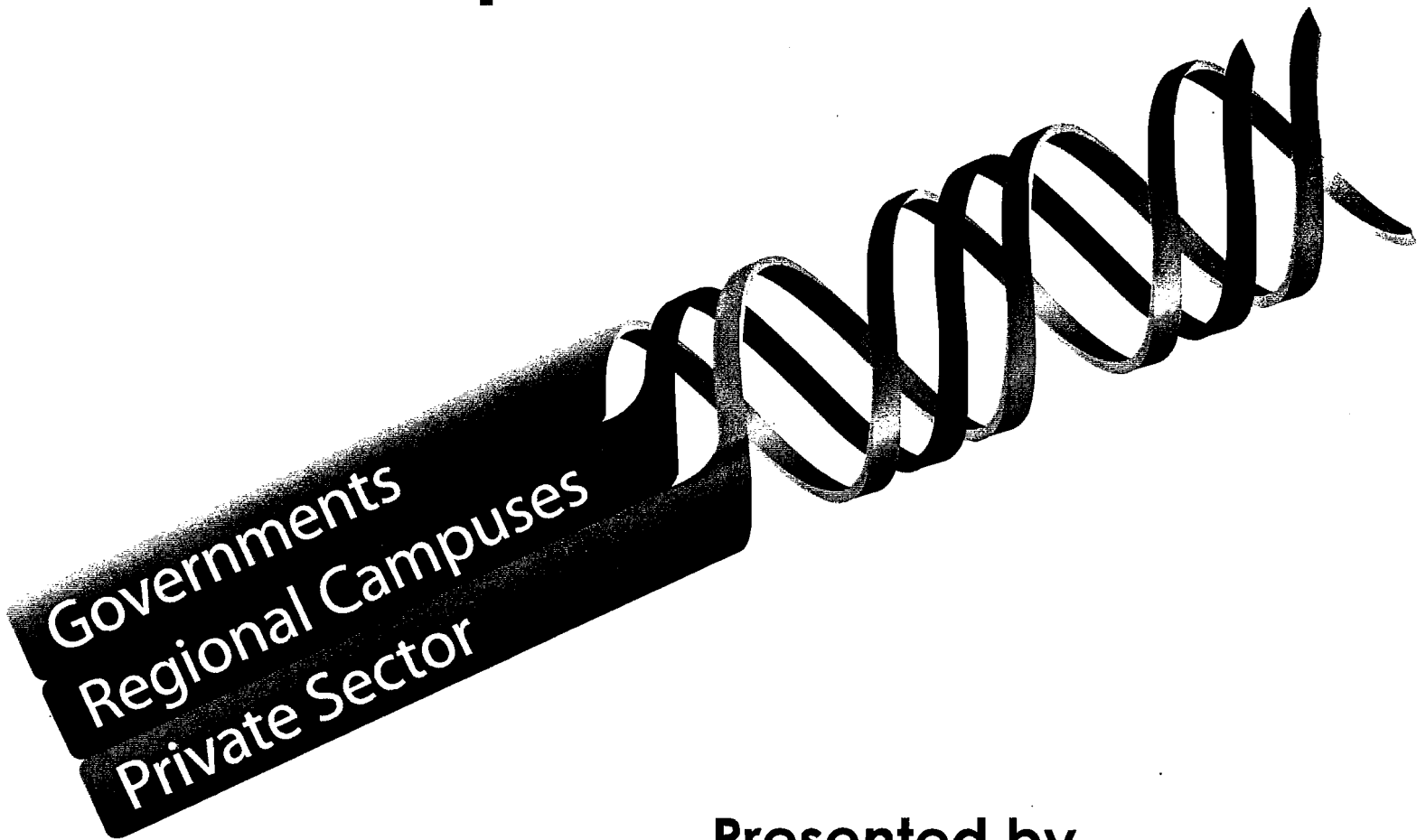
The adoption and implementation of college-and-career ready assessments, especially from grades 8 through 11, will result in the earlier identification of students who are college and career ready, who are making substantial progress to be college and career ready, or who have yet to achieve proficiency of the college-and-career readiness academic standards. The secondary education and post-secondary education systems then can be aligned and integrated so that opportunities are open for every student to achieve one or more of the following results:

- Complete a high school diploma with a foundation of academic skills sufficient to enroll in college or workforce training without remediation.
- Graduate from high school by the end of the 11th grade with a state scholarship to enroll in post-secondary education without needing remediation.
- Complete a high school diploma and a BA/BS degree in seven to eight years or less.
- Complete a high school diploma and an AA/AS/AAS degree in five to six years or less.
- Complete a high school diploma and an occupational certification within four years.

The alignment of secondary and post-secondary education can change the current system of separate silos in which most high school students who consistently demonstrate college and career readiness have limited opportunities to accelerate their academic progress, while many students who do not demonstrate college and career readiness are admitted to post-secondary education without a significant likelihood to graduate. Instead, the convergence of secondary education and post-secondary education could expand opportunities for college-and-career-ready high school students to attain college degrees and occupational certifications in less time and at a lower cost, while students not yet ready for post-secondary education could strengthen their academic foundations while in high school, not only substantially increasing their likelihood of succeeding in post-secondary education, but also doing so without utilizing state and federal student financial assistance for remedial coursework and without incurring heavy debt. A new system of secondary and post-secondary education, including workforce training, represents a major opportunity for Indiana to educate a world-class workforce.

ICED
8/25/11
EX. 14

The Triple Helix



Presented by
Chancellor Michael Harris



INDIANA UNIVERSITY
KOKOMO

The IU Regional Campus: A Vital Partner in Economic Development

Presented to the Interim Study Committee on Economic Development
Indiana General Assembly

Presented By Chancellor Michael Harris
Indiana University Kokomo
August 25, 2011

Good afternoon. I am Michael Harris, Chancellor of Indiana University Kokomo. I am honored to speak with you today about something for which I have great passion. Having traveled the world, I have witnessed firsthand the global disruption and invigoration. As a result, for the first time in decades, there are those who question the American dream. It is our challenge to sustain that ideal, which is securing a better tomorrow than today.

The challenge we face is complex because it is almost a perfect storm. We are witnessing an economy that is being transformed from industrial manufacturing, in which natural resources and labor were the key ingredients – to an economy of knowledge, in which knowledge is the main resource that drives the economy through innovation. At the same time, we are living in an era of globalization and enhanced world-wide competitiveness.

It is my belief that the future is in abundance and that we have an once-in-a-lifetime opportunity and some would even say, obligation, to address this major challenge. First, the answer requires a paradigm shift, meaning a complete re-envisioning of our approach to economic development. That framework is the Triple Helix. This is where universities, industry and business, and governments collaborate and integrate their efforts to transform the economy. Second, we must redefine entrepreneurship. Entrepreneurship is not necessarily about starting a new business. Rather, it is a mindset that encourages creativity and innovation as an approach to everything we do. For example, every nurse, every teacher, every business person needs to be creative. It is not about the knowledge, it is about how it is utilized.

So you may be asking, why the Triple Helix? It is the partnership and interaction among a regional campus, industries, and governments that is the key to innovation and growth in a knowledge-based economy.

Unfortunately, this hasn't been a natural partnership. Rather, the relationships among the organizations have existed on a continuum that has ranged from ignorance of each other to adversarial. Western Europeans and Asians, on the other hand, have long understood the need for partnership and collaboration, which is at the center of their success.

A Triple Helix partnership begins as universities, industries and governments enter into a reciprocal relationship which enhances the performance of the other. In addition, it allows for a

free flow of ideas and entrepreneurial behavior among the organizations. For example, many IU Kokomo students work to finance their education rather than working as PART of their education. IU Kokomo is currently offering co-op and internship opportunities so that students can integrate their work into their educational experience and develop skills that are necessary for their career inspirations.

At the heart of innovation is the creation, dissemination, and utilization of knowledge. This is the main driver of economic development. The Triple Helix framework requires the university/campus to become a regional leader in initiating and developing the process.

In my remaining short time with you, I will share the major role that I believe regional campuses must perform and that YOU must assume if we are to succeed. Shifting paradigms is unsettling, because it's about remapping thinking and attitudes. Leading the transition will require optimism and leadership on all parts. We in higher education are being challenged to make significant contributions to economic development. Until now, little discussion has taken place regarding the role of regional campuses in fostering economic development.

In the final report of the *Interim Study Committee on Economic Development* November 2010, there were specific findings and recommendations. As you revisit the report I encourage you to adopt the Triple Helix paradigm. For example, when I was in Michigan, we, as the university, had an opportunity to participate in a project. The condition for the state support was that we were required to develop a partnership with local governments and private businesses that would lead to an innovative outcome.

I chose to come to IU Kokomo in July of 2010, to lead a regional campus, under the leadership of President McRobbie – primarily because of my passion for the mission of regional institutions – a key to the successful future of our nation. As many of you may know, 80% of students who graduate from a regional campus remain in the region, serving in their roles as nurses, teachers, and business professionals. They are the leaders in every sector of the region. Regional institutions are often the primary vehicle for educational access, individual hope and transformation, and in most communities become the center for events and forums. Recognizing this, the *Blueprint for Student Attainment* for the Indiana University Regional Campuses has

outlined a clear path for regional collaboration, for degree completion, and for life-long preparation.

I began my tenure by forgoing the traditional installation as Chancellor, and invited 600 regional leaders and guests to the campus in October. My goal was to be the facilitator and one of the leaders of a regional conversation on the need for economic transformation. Our local leaders in the 14 counties we serve needed to think and act regionally in order for us to be competitive. We all know that a single community, like Kokomo or Peru, cannot compete alone, but together with others, can be competitive in this new global economic reality.

The Kokomo campus has continued to play an active role convening and facilitating conversations throughout North Central Indiana. This has been accomplished primarily by building a coalition of government, non-profit, business/industry and educational leaders. They are the stewards of the region's future. As the socio-economic and technological environment changes rapidly, IU Kokomo is intentionally participating and developing a foundation for an economy of knowledge and enhanced innovation and entrepreneurship. Some of our most recent initiatives include:

1. Hosting The Great Connect – May, 2011 where we brought 500 local leaders of business, government and education together to share their work in transforming North Central Indiana
2. Facilitating meetings of local government and business leaders to enhance collaborations and partnerships.
3. Commissioning a Benchmarking Study that included a utility for data modeling to enhance regional collaboration – May 23, 2011. I shared the initial findings with a group of regional leaders. The final product will be available for all leaders in the region to use to model changes in economic conditions.
4. Convening the Mayor's Summit – July, 2011. 12 mayors from around the region came to discuss how they could partner with each other.

As you can see, Indiana University Kokomo is a prime example of how implementing a Triple Helix approach can bring the leaders of higher education, business, and government together for the economic well-being of our region.

Next, we recognize the challenge in teaching and enhancing an entrepreneurial mindset among our students. Entrepreneurship is not necessarily about teaching someone to start a new business, rather, it is a mindset. It is about learning to think entrepreneurially as a way of life. It is being creative and innovative. In universities today, we teach skills, we teach knowledge, and we teach citizenship. Something we don't develop enough in all of our students is an entrepreneurial mindset.

In conclusion, I call upon you, the committee, as you develop new policies and programs to utilize the Triple Helix Model. By adopting this paradigm shift, I am confident that Indiana will be a leading role model for economic development.

As you may recall, when Sri Lanka was hit by a tsunami, many people stood on the beach and watched it hit. They did not know what to do. We face a similar economic storm and must not stand by and watch it happen. I hope my presentation has convinced you of the next steps – adopt a Triple Helix approach and enhance an entrepreneurial mindset.

Time is of the essence if we want to be competitive in a global market. While this is a serious crisis, with the right leadership and approach, we will be successful.

“Optimism is true moral courage.”

The Triple Helix: University-Industry-Government Innovation in Action, written by Henry Etzkowitz, and published in 2008 by Routledge.

Indiana University Regional Campuses' The Blueprint for Student Attainment: Excellence, Collaboration, and Attainment.

AUGUST 25, 2011

INDIANA
WORKFORCE
DEVELOPMENT
AND ITS **WorkOne** CENTERS

Study Committee on Economic Development

Indiana Department of Workforce Development

Mark W. Everson, Commissioner

DWD Coordination with Education and Employers Overview:

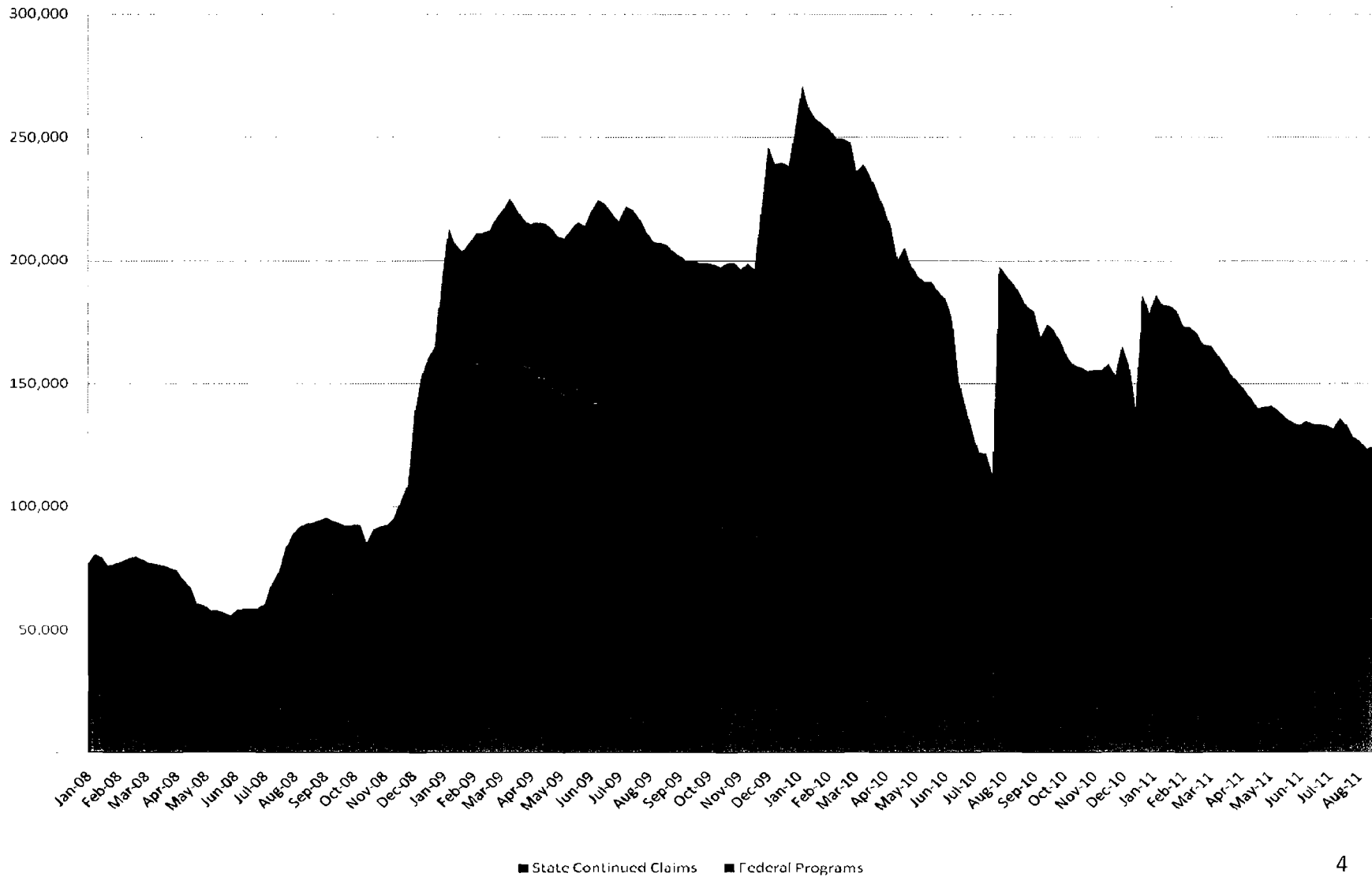
- ☐ Unemployment Insurance Update
- ☐ Adult Basic Education
- ☐ Indiana's Workforce System
- ☐ Workforce Development Funding Challenges

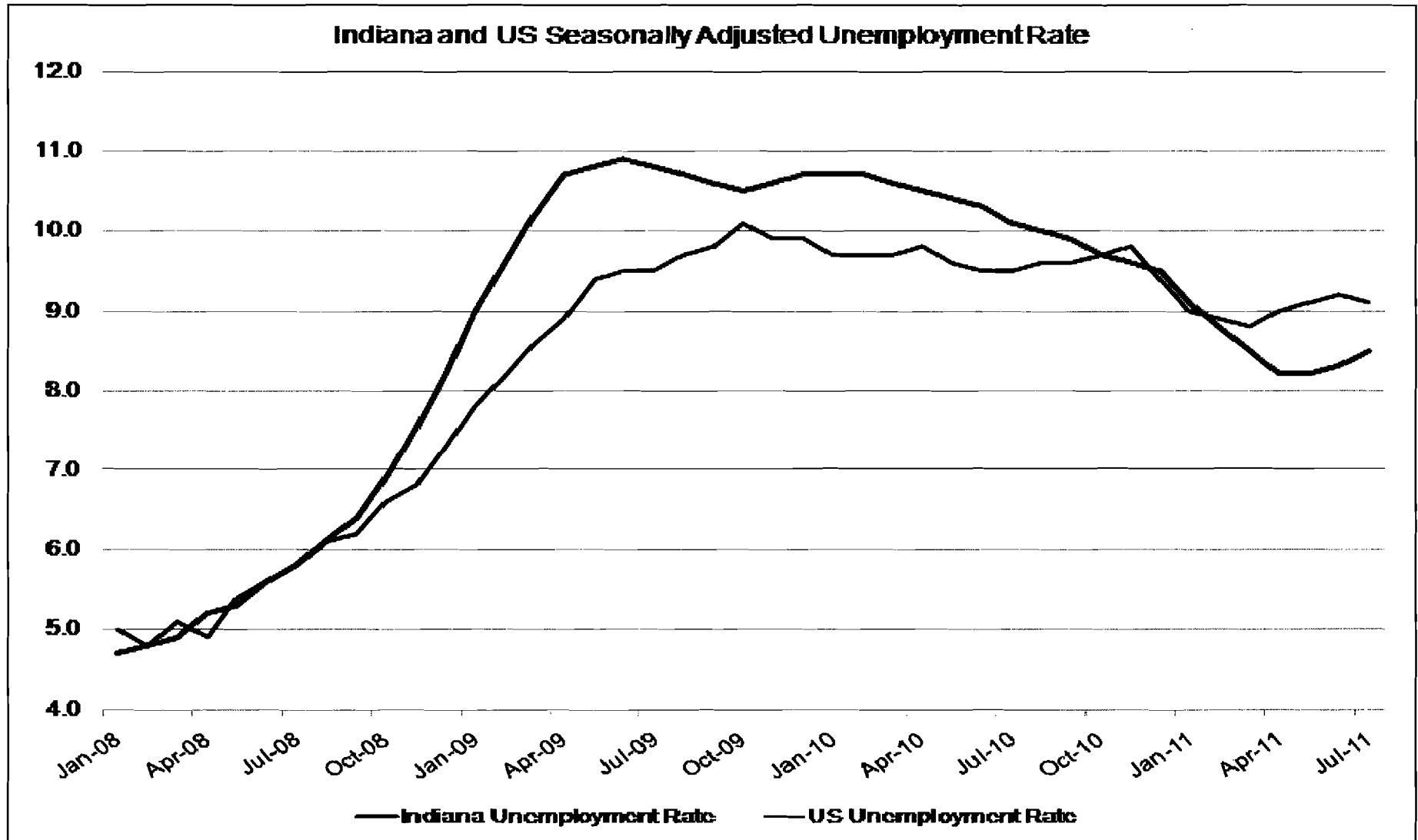
Indiana's Unemployment Insurance Reform Law Update

HEA1450-2011

- Implementation process has gone smoothly for 2011 changes.
- 2011 year-to-date revenue is 32% ahead of 2010.
- \$60M collected from 13% surcharge to pay 1st interest payment on September 30th.
- Employers paid \$55M in Federal Unemployment Taxes (FUTA) toward reduction of loan principal.
- Trust Fund balance today is \$1.825B vs \$1.736B one year ago.

Unemployment Insurance Claims paid through 08/20/11





Unemployment Challenges

- **High levels of unemployment for:**
 - Undereducated
 - Youth
 - Minorities
- **High levels of Long-Term unemployment:**
 - Particular problem for older workers and minorities
 - Impact of federal extensions
 - “Soft” skills versus “Hard” skills

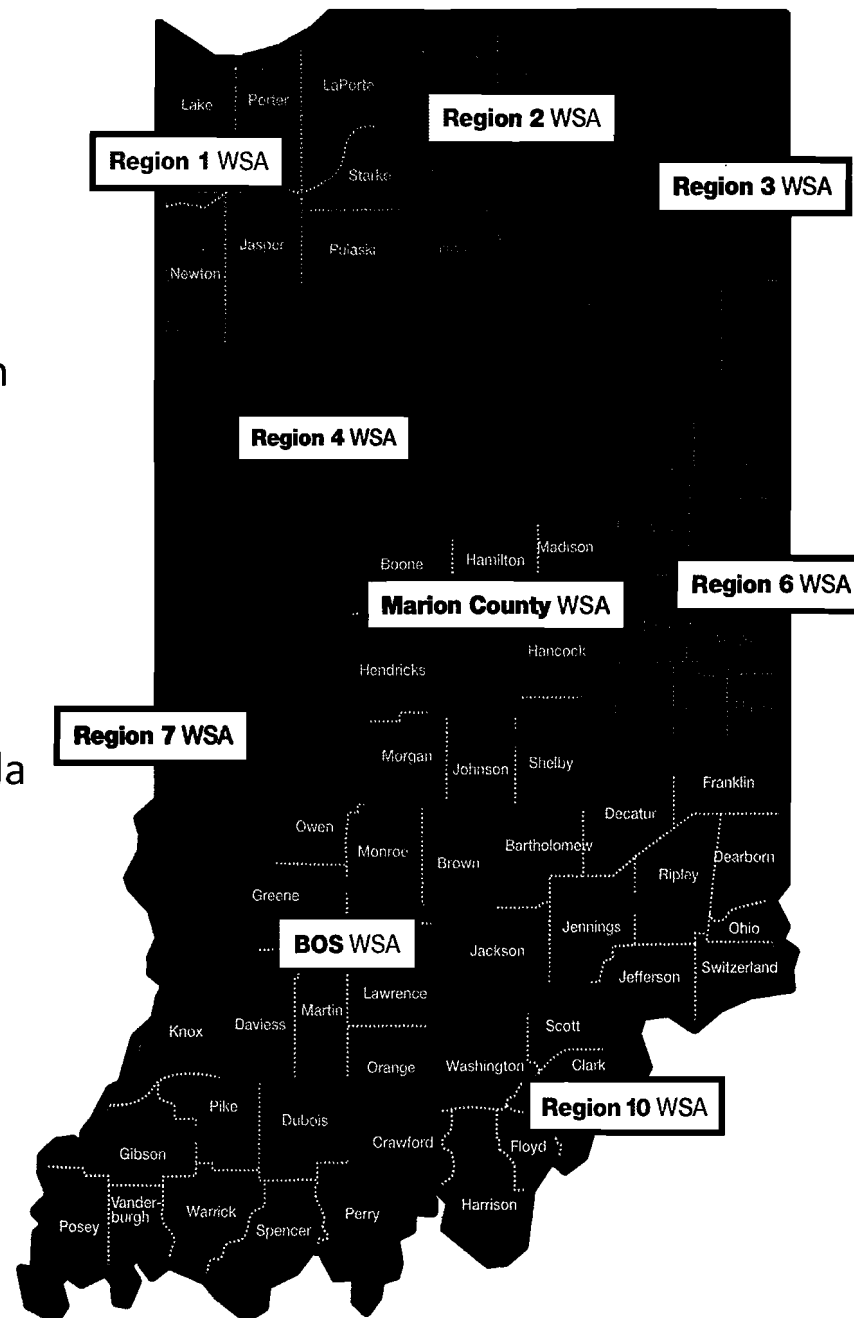
Indiana's new Adult Basic Education (ABE) Structure

HEA1340-2011

- ABE has moved from K-12 and is now under DWD
- ABE is now closely linked to the WorkOne system, which will increase employment opportunities
- Performance based system for providers
- Increased focus on occupational certification in addition to GED, starting with 5 of Indiana's key economic sectors:
 - Advanced Manufacturing
 - Information Technology
 - Logistics and Transportation
 - Health Care
 - Business Support
- All certifications earn participants academic credit at Ivy Tech

Indiana's Workforce System as of July 1, 2011

- 48 member State Workforce Innovation Council governs the statewide system
- 9 Workforce Investment Boards, comprised of business leaders and community leaders, govern 12 regions.
- Funding is distributed by federal formula & weighted heavily by unemployment data
- 28 Full Service WorkOne Centers
- 64 Express WorkOne Centers



Indiana's Workforce System and Employers

- **State Workforce Innovation Council:** 50% business membership
- **9 Workforce Investment Boards:**
 - 50% business membership
 - Local Economic Development representative sits on each board
 - Business Consultants are hired to perform employer outreach in each community
- **WorkOne Employer Services:**
 - Free job postings on IndianaCareerConnect.com
 - On-the-Job Training
 - Work Opportunity Tax Credit
 - Labor Market Information (www.hoosierdata.in.gov)
 - Mass Layoff Event Assistance
 - Recruitment and assessment services
 - Targeted Hiring Programs

Effective Workforce Training in a Period of Reduced Resources

- Resources in FY2012
 - Training dollars declined from \$171.2M in FY2011 to \$135.1M in FY2012
 - Lapse of stimulus funding
 - Formula reduction due to improved unemployment rate
 - Necessity to curb federal spending reduced overall appropriation
 - Indiana's federal WIA funding was reduced by 18%
- Expectation of continued funding reductions
- State approach:
 - Focus on overhead/structure costs
 - Focus on prioritization and effectiveness
 - Need for flexibility within program funding streams